## Continuous Intellectual Property Process

III. Support and Maintenance: Internal reward and recognition programs

IP protection and policing:

 Patent, trademark, copyright, trade secret, portfolio management

Policing IP

Relationship Management: Internal Entities

 External Sales Partnership and End Users

**Royalty Management** 

Quality Standards Management

Support

Support

Maintenance

Maintenance

Protection and

Maintenance

Property

Property

\*\*\* Negotiations and

\*\*\* Negotiations

 Identification, Development, Protection and Marketing:

Identification:

 Identify new intellectual property (inventions, technology, ideas, brands)

Identify potential marketing opportunities

Development:

Develop inventions, technology, ideas for IP protection

- Develop marketing sales channels

Protection:

 Protect IP with patents, copyrights, trade secrets, trademarks

Protect with Non-Disclosure Agreements

Marketing:

- Market & competitive analysis

- Financial analysis

 Negotiations and License/Sales:  IP Negotiations (e.g., with customers, government agencies)

License / Sales Initiation

Contact vendors

Contact end users

 Contract development, negotiation and completion

## IP Protection Life Cycle

Continuous IP Process:	Support	Identification, Deve	dentification, Development and Protection	Negotiations and Sales	and Sales	Maintenance
	i lider	novation 3. Himovitification 2. Development (LO)************************************	Finnovation (P.Protection) IP Protection Development Initiation (L1) (L1)	IP Protection Pending 1	P Registration (L4) #	(L) (P) (Maintenance) (LS)
Effort Spent:	• 1-2 hours/product	•	• 3-5 hours/patent • 3-5 hours/patent	3-5 hours/patent • 3-5 hours/patent • 3-5 hours/trademark 4 6 hours/trademark	3-5 hours/patent • 1-2 hours	• 1-2 hours
Time Elapsed (per level): • 1-5 days	• 1-5 days	1-2 hours • 1-5 days	1 hour/copyright 3-5 months/patent	1 hour/copyright 18-24 months/patent•	1-5 days/patent •	<ul><li>1 day + periodic</li></ul>
Time Elapsed (total): • <1 week	• <1 week	• 1-2 weeks	1-5 days/trademark 1-5 days/copyright • 4-6 months/patent •	<ul> <li>-5 days/trademark 6-12 mos/trademark</li> <li>-5 days/copyright 2-3 months/copyright</li> <li>-6 months/patent • 22-30 months/patent •</li> </ul>	<ul><li>1-5 days/trademark</li><li>1-5 days/copyright</li><li>2-2.5 years/patent</li></ul>	
			1-3 mos/trademark 3-4 weeks/copyright	1-3 mos/trademark 12-18 mos/trademark 3-4 weeks/copyright 3-4 months/copyright	1-3.5 yrs/trademark 3-4 onths/copyright	<ul><li>5-10 years/trademark</li><li>10 years/copyright</li></ul>
Note: Trade secrets need n	ot be registere	d, but reasonable steps must	Note: Trade secrets need not be registered, but reasonable steps must be taken to keep secret, including proper markings and use of Non-Disclosure Agreements.	ding proper markings and	use of Non-Disclosure	Agreements.
	tomotal .	L				

Note: T	rade secrets need r	Note: Trade secrets need not be registered, but rea	easonable steps must be	taken to keep secret, in	sonable steps must be taken to keep secret, including proper markings and use of Non-Disclosure Agreements.	nd use of Non-Disclosur	e Agreements.
IP Protection Activities:	Activities:	Internal awareness and education     Internal relationship building     Identify protection opportunities     Identify type of protection(s) needed     Catalog & qualify needed	Further educate innovation generator on information needed for IP protection     Assist innovation generator in getting innovation to point for protection with IP     Assist IP Marketing with technical understanding     Disclosure form received     Clearance Searches	Assess disclosure form     Notification to IP Protection legal     Verity disclosure award received (if any)     Follow up with innovation generator and legal     Application filed	Verify filing award received (if any)     Assist innovation generator with issues relating to using innovation while IP protection pending     Follow up with legal regarding status     Review written documents from government agency where application filed & assist in response	Assist in notification to innovation generator     Assist innovation generator in marking innovation with registration information     Assist innovation generator in understanding extent of IP protection     Verify registration	Verify issuance award received (if any) Record all relevant IP information Internal follow up IP policing
FIG. 2	Measures:	Innovations identified (#/types)     Quality of innovations	<ul> <li># Disclosures</li> <li>Innovation attributes known and cataloged</li> </ul>	# Applications filed     Quality of     applications	# Applications filed • Proper innovation Quality of usage during IP applications • Pendency	<ul> <li># Registration</li> <li>Proper markings</li> </ul>	IP attributes cataloged

## IP Marketing Life Cycle

Continuous IP Process:	Support	Identification, Development, Protection and Marketing	nt, Protection and g	Negotiatio	Negotiations and Sales	Maintenance
	Opportui	rually Research Incate Control (1) (1) (1) (1) (1) (1) (1) (1) (1) (1)	Execution of Pre-1	Negotiations) WExternal Partylings Progress (E3)	Awaiting: Execution Agreement Inascriton Report (L4)	Glose di Bonillo Malmennico
Effort Spent: Time Elapsed (per level): Time Elapsed (total)!:	<ul><li>1-5 days</li><li>1-2 hours/product</li><li>&lt;1 week</li></ul>	<ul><li>7-10 days</li><li>5-10 hours/product</li><li>1-2 weeks.</li></ul>	<ul><li>7-10 days</li><li>5-10 hours/deal</li><li>2-3 weeks</li></ul>	<ul><li>1-5 months</li><li>10-50 hours/deal</li><li>2-6 months</li></ul>	<ul><li>7-10 days</li><li>1-2 hours/deal</li><li>2-6 months</li></ul>	<ul><li>1 day + ongoing</li><li>1-2 hours/deal +</li><li>2-6 months</li></ul>
IP Marketing Activities:	Internal awareness and education     Internal relationship building     Identify potential marketing opportunities     Catalog and qualify potential opportunities     Notification to IP Protection for disclosure     IP Marketing team member assigned	• • • • • • • • •	Conduct indepth interview with SME & continue to build relationship     Begin channel strategy     Continue competitive research and valuation of product initiate contact with chosen sales partners/end users     Utilize NDAs     Protect IP prior to disclosing (when possible)	Continue product valuation, market research, & channel strategy Create product overview presentation (external) Determine structure & pricing of deal Begin and complete negotiations / contracts Draft & submit Transaction Report	Finalize fine     points of contract     Manage     technical and     logistic issues of     product	Sign contracts Record all relevant product information Record all relevant deal information Track royalties Sales partner / end user relationship management Internal follow up Quality standards management IP policing

Measures:

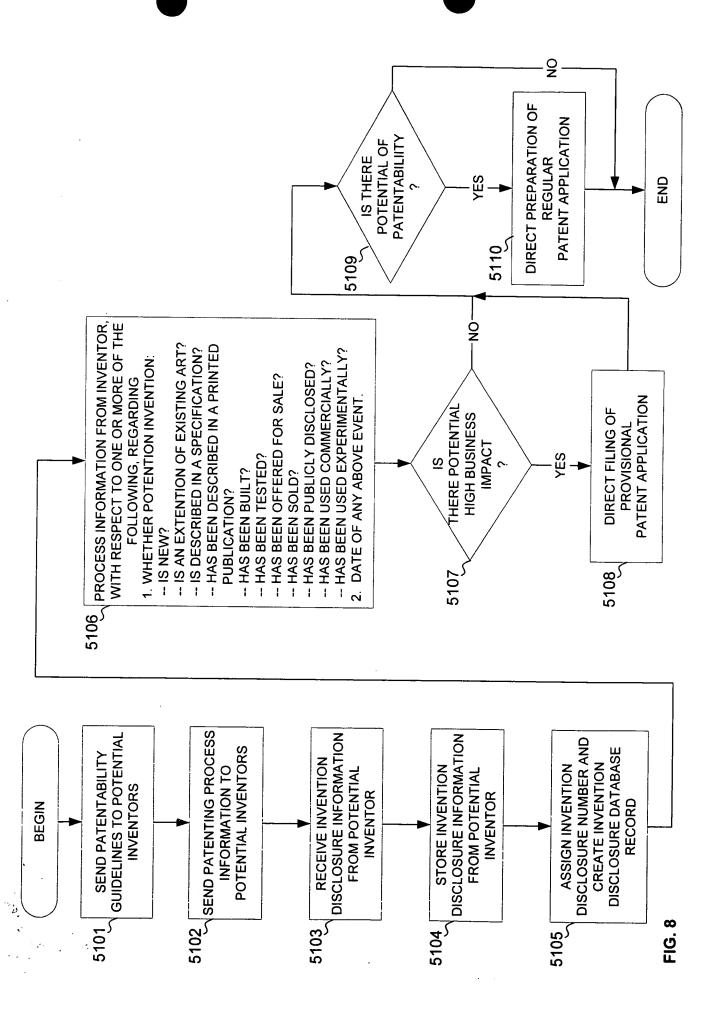
Revenues
 % licensed with
 patent protection
 Deal attributes
 cataloged

TR for all deals

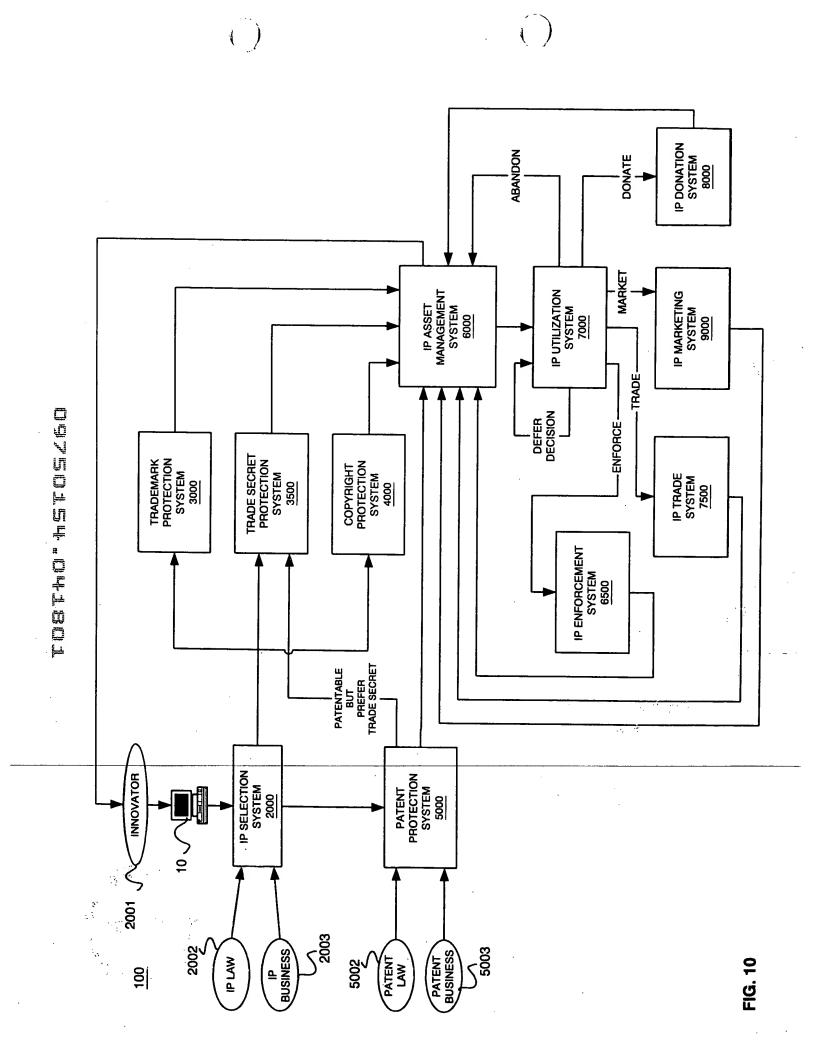
Accuracy of valuations
 Terms of deals
 # times contract reworked

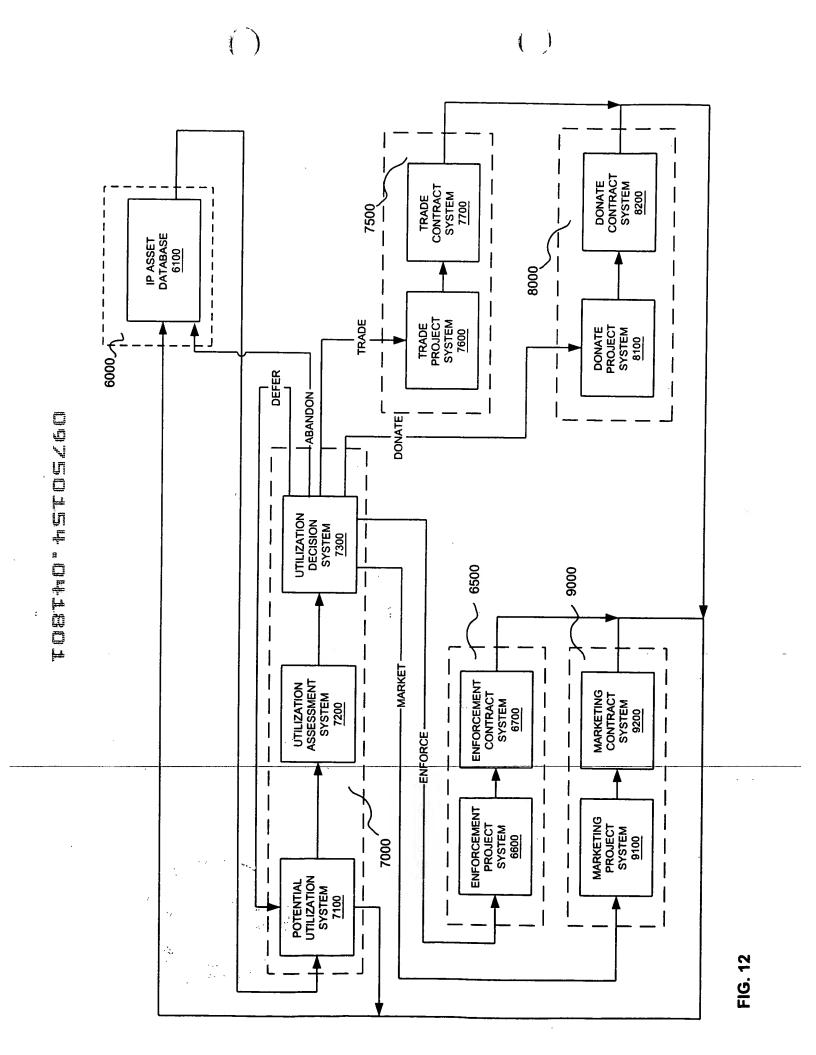
PTR for all deals

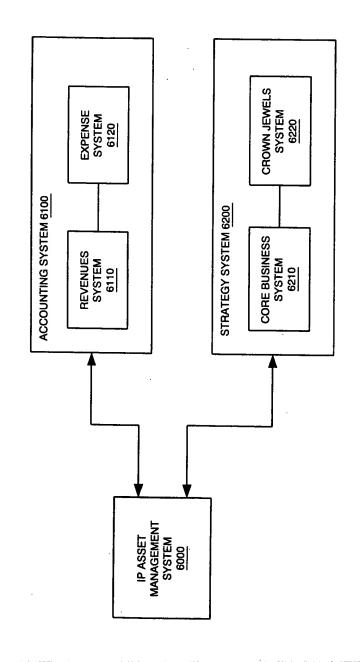
DSV50154 GL1801

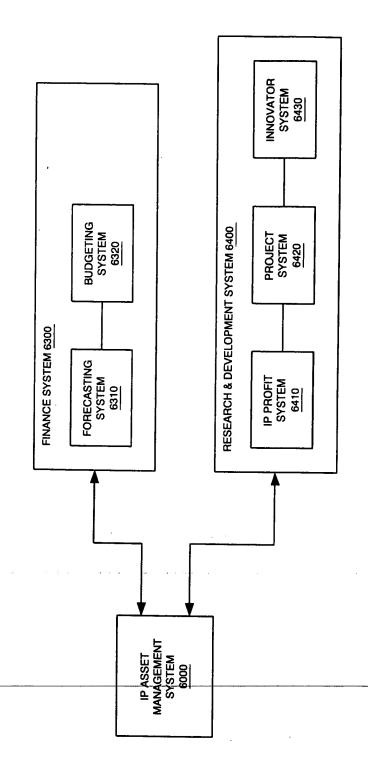


900 3000 3500 7000 2000 8000 9000 7500 2000 9009 ------TRADEMARK PROTECTION IP ENFORCEMENT SYSTEM COPYRIGHT PROTECTION IP SELECTION SYSTEM IP ASSET MANAGEMENT IP UTILIZATION SYSTEM IP MARKETING SYSTEM PROTECTION SYSTEM PATENT PROTECTION IP DONATION SYSTEM DATABASE IP TRADE SYSTEM SYSTEM SYSTEM SYSTEM DOFFORT POLICE 1 | SERVER TRADE SECRET PROTECTION PADEMARK PROTECTION PYRIGHT PROTECTION IP ASSET MANAGEMENT PATENT PROTECTION INSTRUCTIONS INSTRUCTIONS INSTRUCTIONS INSTRUCTIONS INSTRUCTIONS INSTRUCTIONS INSTRUCTIONS IP ENFORCEMENT IP MARKETING INSTRUCTIONS IP SELECTION INSTRUCTIONS IP DONATION INSTRUCTIONS INSTRUCTIONS **PROCESSOR** IP TRADE MEMORY <u>8</u> 121 123 124 <del>1</del>25 126 127 128 130 131 139 120 **NETWORK** 







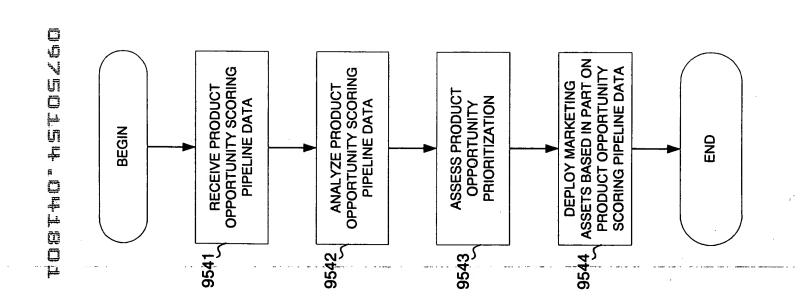


0

		, .					_									•
%	0.5	6.0	0.25	0.5	0.05					0.33	6.0	:				
\$	3.5M	1M	3.5M	3.5M+	3.5M			500K		5M	W9	i				
GOAL	2001	4Q 00	4Q 00	4Q 00	4Q 00			2001	2001	2001	2001			2001	1	
L9 L10		45	X				-									TIQUA TOARTNOO
[6]																SETUP CONTRACT
F)											47					EXECUTE CONTRACT
17																RT JAVOR99A
97	42								35							NEGOTIATE
L5				35	35	32		35	-	40			35			SELL
L4			35											38		MARKET NAJ9
F]																ATA JAVOA99A
7							35									MARKET RESEARCH
				1	-					-		31X			36X	HOHABEARCH
LEAD	×	Z	Z	γ	×	Μ	<b>X</b>	×	Z	×	≯	<b>\</b>	>	≯	Υ	
B/U	BU B	BUC	BU A	BU A	BN D	BUE	BUD	BUC	BUE	BUE	BUB	BUD	BUB	BU A	BUC	
PRODUCT	PROD A	PROD B	PROD C	PROD D	PROD E	PROD F	PROD G	PROD H	PROD I	PROD J	PROD K	PROD L	PROD M	PROD N	PROD O	·
	1	2	3	4	2	9	2	8	6	10	11	12	13	14	15	

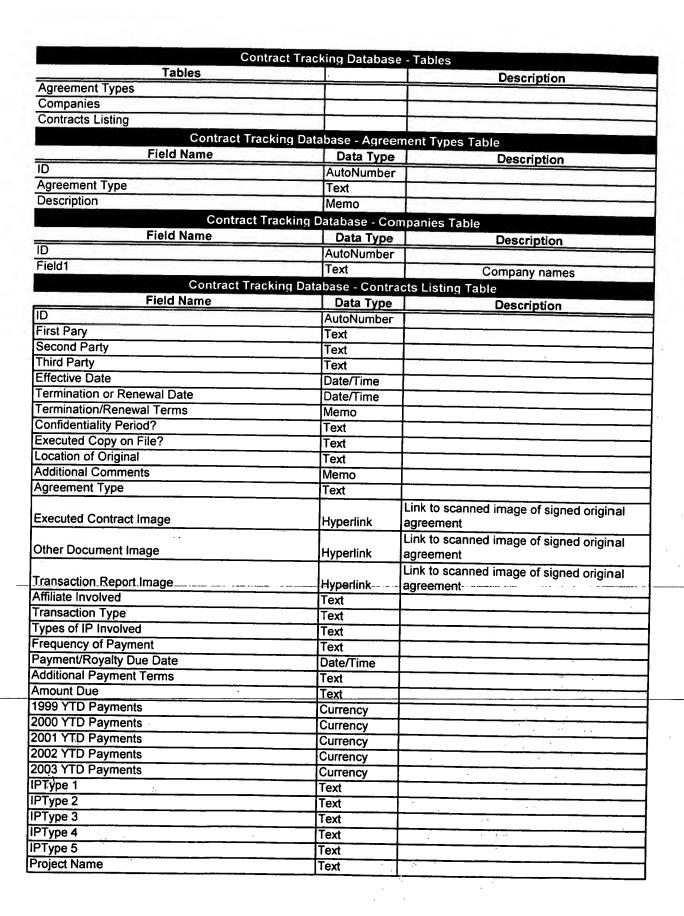
_	_	_	_	,		<del>,</del> –	,	_	<b>,</b>	_	-	<del>,</del>	·		<b>,</b>	-
%			6.0		0.5	0.05		0.33	0.5	i			6.0	0.25		
8			W9		3.5M	3.5M	500K	5M	3.5M+			i	Σ	3.5M		
L9  L10   GOAL			2001	2001	2001	4Q 00	2001	2001	40 00				4Q 00	40 00	2001	
[10		<del>                                     </del>											45			TOARTNOO
67								_			┢					TOARTNOO TIQUA
- 87			47				_						-	T		CONTRACT SETUP
[7]																AT JAVOR9AA EXECUTE
97					42										35	BTAITOÐBN
[2	35					35	35	6	35		35		Γ			SELL
<b>L4</b>				38										35		MARKET PLAU
F7																ATA JAVORA9A
7		32														МАРКЕТ МЕЗЕРВСН
[1								- <b>.</b>		31X		36X				INITIAL HORABER
LEAD	≯	<b>×</b>	≯	<b>X</b>	×	×	×	×	Υ	>	>	>	Z	Z	Z	
B/U	BUE	BU D	BU B	BU A	BU B	BU D	BUC	BUE	BU A	BU D	BU B	BUC	BUC	BU A	BU E	
PRODUCT	PROD F	PROD G	PROD K	PROD N	PROD A	PROD E	PROD H	PROD J	PROD D	PROD L	PROD M	PROD 0	PROD B	PROD C	PROD I	
	1	2	3	4	5	9	7	8	6	10	=	12	13	14	15	•

	1	_	Т	_	γ_	1	_	_	,	_	<del></del>	_	1	_	<del></del>	7
%	6.0	6.0	0.5		0.5	0.05				0.33	0.25					
છ	1 M	<b>6M</b>	3.5M		3.5M+	3.5M		500K		5M	3.5M			-	1	
L10 GOAL	4Q 00	2001	2001	2001	40 00	4Q 00		2001		2001	40 00	2001				
<u>L10</u>	45										T			┢		TOARTINOS
67																SETUP CONTRACT
L8		47														EXECUTE CONTRACT
117																RT JAVOR99A
97			42	35												HEGOTIATE
L5		_			35	35	35	35	35	40						SELL
L4											35	38				MARKET PLAN
[3	·															ATA JAVORA9A
7				L									35			MARKET RESEARCH
									_					31X	36X	HOHABSER
LEAD	Z	Μ	×	7	Υ	×	≯	×	>	×	2	Μ	>	>	⋆	
B/U	BN C	BU B	BU B	BUE	BU A	BU D	BUE	BUC	BUB	BUE	BUA	BU A	BU D	BU D	BUC	
PRODUCT	PROD B	PROD K	PROD A	PROD I	PROD D	PROD E	PROD F	PROD H	PROD M	PROD J	PROD C	PROD N	PROD G	PROD L	PROD O	
	-	2	က	4	5	9	2	8	6	10	11	12	13	14	15	



Intellectual Property Develo	pment, Marketing and	Maintenance Database System
IP I	Marketing Database - T	
Table	Marketing Database - 1	
Companies		Description
Marketing Opps		Table of companies
	ting Database C	Table of IP marketing opportunities
Field Name	ting Database - Compa	
Formal Name	Data Type	Description
	Text	Mailstop
Field Name	g Database - Marketin	
Opp#	Data Type	Description
Status	AutoNumber	
Estimated Mktg Date	Text	
Product/Project Name	Date/Time	
Product Group	Text	
Product Type	Text	
Type of IP Involved	Text	
BellSouth Entity	Text	
BellSouth Contacts	Text	
BIPMAN Contact1	Memo	
BIPMAN Contact2	Text	
BIPMAN Contact3	Text	
BIPMAN Contact4	Text	
Mktg Participant Name	Text	
Mktg Participant Address1	Text	
Mktg Participant Address2	Text	
Mktg Participant City, State,	Text	
Mktg Participant Contacts	Text	
Mktg Participant Type	Memo	
Deal Size	Text	
Estimated Deal Range	Text	
Estimated Deal Value	Text	
Priority	Text	10.
Description of Opportunity	Text	
Background of Deal	Memo	
Financial Analysis	Memo	
Competitive Analysis	Memo	
Status of Deal	Memo	
Anticipated Timelines	Memo	
Pre-Trans Approval Person	Memo	
Pre-Trans BellSouth Co	Text	
Title of Pre-Trans Approver	Text	
Date Pre-Trans Approved	Text	
Final Bus Approval Person	Date/Time	i.
Final Bus Approver's BellSouth	Text	
Title of Final Bus Approver	Text	
Date Final Bus Approved	Text	
Final Legal Approval Person	Date/Time	
Final legal Approval Person Final legal Approver's BellSouth	Text	
Title of Legal Bus Approver	Text	
Title of Legal Bus Approver	Text	

Date Legal Bus Approved	Date/Time	
Follow-Up Date	Date/Time	
Follow-Up Needed	Memo	
Patent Status	Text	
IT Platform	Memo	
Level 1 Date	Date/Time	
Level 2 Date	Date/Time	
Level 3 Date	Date/Time	
Level 4 Date	Date/Time	
Level 5 Date	Date/Time	
Sub-entity	Text	
Top25	Yes/No	
	ng Database - Que	rico
Queries	ng Database - Que	Description
CoAlphaSort		Description
Level 0 WIP Report		
Level 1 WIP Report		
Level 2 WIP Report		
Level 3 WIP Report		
Level 4 WIP Report		
Level 5 WIP Report		
Marketing Opps Query		
Most Recent New Deals		
Opportunity Summaries - Specify 1 Entity Only		
Report by Entity-Specify 1 Entity Only		
Top 25 Report		
	ing Database - Forr	200
Forms	ang Database -1 Off	Description
Marketing Opps		Description
	ng Database - Repo	a who
Reports	ng Database - Kepc	Description
Deal Overview by Vendor		Description
Level 0 WIP Report		
Level 1 WIP Report		
Level 2 WIP Report		
Level 3 WIP Report		
Level 4 WIP Report		
Level 5 WIP Report		
Most Recent New Deals		
Opportunity Summaries - ALL		
Opportunity Summaries - Specify 1 Entity Only		
Report by Entity - All		
Report by Entity-Specify 1 Entity Only	.	
Sales Funnel by Status		
Sales Funnel Tracking by Date		
Top Deals Report		
	_1	



Contract Trace	cking Database - Queries
Queries	Description
Company Alpha Order	0.001,9201
Unexecuted Agreements	
Contract Tra	cking Database - Forms
Forms	Description
Contracts Listing	
Contract Trac	king Database - Reports
Reports	Description
Unexecuted Agreements	7.000,000

	ation Awards Databas	e - Tables
Tables		Description
Awards		
Company Addresses		
ESP Coordinators		
IP Coordinators		
Innovatio	n Awards Database - A	Awards Table
Field Name	Data Type	Description
Key#	AutoNumber	Unique Key
Award #	Text	Award ID#
LegalCaseNo	Text	Legal Dept. Case No.
Greeting	Text	Mr., Ms., Dr. etc.
FullName	Text	Recipient's Full Name
CompanyName	Text	Company Name
BusAdr1	Text	Mailstop
BusAdr2	Text	Street Address
City	Text	City
State	Text	State
ZipCode	Text	Zip
Phone#	Text	Business Phone
AX#	Text	Business FAX
P ID#	Text	Name of IP Coordinator
SupvGreetings	Text	Mr., Ms., Dr. etc.
SupervisorName	Text	Supervisor's Name
SupvBusAdr1	Text	Supervisor's Mailstop
SupvBusAdr2	Text	Supervisor's Street Address
SupvCity	Text	Supervisor's City
CupvState	Text	Supervisor's State
SupvZipCode	Text	Supervisor's Zip
DHGreeting	Text	Mr., Ms., Dr. etc.
DeptHead	Text	Name of Department Head
DHBusAdr1	Text	Department Head Mailstop
DHBusAdr2	Text	Department Head Street Address
OGCity	Text	Department Head City
DHState	Text	Description of the second of t
)HZipCode	Text	Department Head State  Department Head Zip
Disclosure Received by Legal	Text	Date Disclosure Received by Legal
Disclosure Received by BIPMAN	Text	Date Disclosure Received by BIPMAN
etter & Gift Sent to Inventor	Date/Time	Date Letter & Gift Sent to Inventor
Pate Application Filed	Date/Time	Date Application Filed
Date BIPMAN Notified of Filing	Date/Time	Date BIPMAN Notified by Legal
iling Award Request sent to IPC	Date/Time	Coordinator
iling Awd Payment Conf Rec'd	Date/Time	
iling Award Recognized at Luncheon	Date/Time	Confirmation of Payment to Inventors Rec'd
Pate Application Issued	Date/Time	
S Patent Number	Text	Date Application Issued
Pate BIPMAN Notified of Filing		US Patent Number
ssuance Award Request sent to IPC	Date/Time	Date BIPMAN Notified by Legal
ss Awd Payment Conf Rec'd	Date/Time	Coordinator
ss Award Recognized at Luncheon	Date/Time	Confirmation of Payment to Inventors Rec'd
Pate 5th Patent Issued	Date/Time	Banquet
	Date/Time	Date Application Issued
S Patent Numbers	Text	US PATENT Numbers for 5 Issued Patents

Date BIPMAN Notified of Inv Ach Awd	10-4-5	
Inv Ach Award Request sent to IPC	Date/Time	Date BIPMAN Notified by Legal
Inv Ach Awd Payment Conf Rec'd	Date/Time	Coordinator
Inv Ach Award Recongnized at Luncheon	Date/Time	Confirmation of Payment to Inventors Rec'd
Date General Award Appl Rec'd	Date/Time	Banquet
General Award Request sent to IPC	Date/Time	Date Application Filed
General Award Request Sent to IPC	Date/Time	Coordinator
General Award Recognized at Luncheon	Date/Time	Confirmation of Payment to Inventors Rec'd
Date Article Published	Date/Time	Banquet
Date BIPMAN Notified of Publication	Date/Time	Date Application Filed
	Date/Time	Date BIPMAN Notified by Legal
Rec'd Request for Release Form	Date/Time	Req. for Release Form Rec'd
Publication Award Request sent to IPC	Date/Time	Coordinator
Confirmation of Payment Red'd	Date/Time	Confirmation of Payment to Inventors Rec'd
Publ Award Recoongized at Luncheon General Notes	Date/Time	Banquet
	Memo	Comments
Award Type Gift Received	Text	Type of Award
Disclosure Title	Text	Gift Sent to Inventor
Application Title	Memo	Title of Patent Disclosure
Patent Title	Memo	Title of Patent Application
Publication Title	Memo	Title of Issued Patent
	Memo	Title of Published Artcle
General Award Title	Memo	Reason for General Award
\$ Amount of General Award	Text	\$ Amount of Generial Award
BellSouth Employee	Text	Still with BellSouth?
DHTitle	Text	Department Head's Title
DOCC FOR D'		Designates if disclosure was rec'd thru
BSCC ESP Disclosure	Text	BSCC ESP Program
ESP Coordinator	Text	ESP Coordinator's Name
Innovation Awards Data	base - Compan	y Addresses Table
Cial d Manage		
Field Name	Data Type	Description
Field Name CompanyName	Text Type	Description Company Name
Field Name CompanyName FormalName	Text Text	Description Company Name Mailstop
Field Name CompanyName FormalName BusAdr2	Text Text Text	Description  Company Name  Mailstop  Street Address
Field Name CompanyName FormalName BusAdr2 City	Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City
Field Name CompanyName FormalName BusAdr2 City State	Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State
Field Name CompanyName FormalName BusAdr2 City State ZipCode	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip
Field Name CompanyName FormalName BusAdr2 City State ZipCode Innovation Awards Date	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Date  Field Name	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Data  Field Name  ESP Coordinators	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Dordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Data  Field Name  ESP Coordinators  Company	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Dordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Data  Field Name  ESP Coordinators  Company  Market	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Dordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Date  Field Name  ESP Coordinators  Company  Market  Department	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Doordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Date  Field Name  ESP Coordinators  Company  Market  Department  State/Region	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Dordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Data  Field Name  ESP Coordinators  Company  Market  Department  State/Region  Phone	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Doordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Data  Field Name  ESP Coordinators  Company  Market  Department  State/Region  Phone  Fax	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Doordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Data  Field Name  ESP Coordinators  Company  Market  Department  State/Region  Phone  Fax  Street Address 1	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Doordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Data  Field Name  ESP Coordinators  Company  Market  Department  State/Region  Phone  Fax  Street Address 1  Street Address 2	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Dordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Date  Field Name  ESP Coordinators  Company  Market  Department  State/Region  Phone  Fax  Street Address 1  Street Address 2  City	Text Text Text Text Text Text Text Text	Description  Company Name  Mailstop  Street Address  City  State  Zip  Doordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Date  Field Name  ESP Coordinators  Company  Market  Department  State/Region  Phone  Fax  Street Address 1  Street Address 2  City  State	Data Type Text Text Text Text Text Text Text Tex	Description  Company Name  Mailstop  Street Address  City  State  Zip  Dordinators Table
Field Name  CompanyName  FormalName  BusAdr2  City  State  ZipCode  Innovation Awards Data Field Name  ESP Coordinators  Company  Market  Department  State/Region  Phone  Fax  Street Address 1  Street Address 2	Data Type Text Text Text Text Text Text Text Tex	Description  Company Name  Mailstop  Street Address  City  State  Zip  Dordinators Table

Innovation Awards Field Name		
IP ID#	Data Type	Description
FullNameIPC	Text	IP Coordinator ID#
Title	Text	Coordinator's Full Name
CompanyName	Text	Mr., Ms., Dr., etc.
BusAdr1	Text	Company Name
BusAdr2	Text	Mailstop
	Text	Street Address
City State	Text	City
ZipCode	Text	State
•	Text	Zip
Phone#	Text	Business Phone
FAX#	Text	Business FAX
	wards Database	- Queries
Queries		Description
Awards Query		
By Date & IPC - Apps Filed		
By Date & IPC - Disclosures Filed		
By Date & IPC - Patents Granted		
By Date & IPC - Apps Filed		
Certificates for Publication Awards		
Certificates for Recipients of Filing Awards		
Certificates for Recipients of Issuance Awards		
Company Order		
DH Mailing Labels - Filing Awards		
DH Mailing Labels - Inv Ach Awards		
DH Mailing Labels - Issuance Awards		
DH Mailing Labels - Publication Awards		
DH of Recipients of Filing Awards		
DH of Recipients of Inventor Ach Awards		
DH of Recipients of Issuance Awards		
DH of Recipients of Publication Awards		
Disclosure Award Letter		
Disclosure Award Letter Query		
Disclosure Gift Check		
General Award		
Inventor Achievement Award		
Inventor Mailing Labels - Filing Awards		
nventor Mailing Labels - Inv Ach Awards		
Inventor Mailing Labels - Issuance Awards		
Inventor Mailing Labels - Publication Awards		
ssuance Award Winner Check		
Open Filing Awards		
Open General Awards		
Open Inventor Achievement Awards		
Open Issuance Awards	<del></del>	
Open Publications Awards	1	
Patent Filing Award	<del>-  </del>	
Patent Issuance Award	<del>- </del>	
Progress Report	<del></del>	
Publications Award	<del>  </del>	
Recipients of Filing Awards	<del>                                     </del>	

Recipients of Inventor Achievement Awards	
Recipients of Issuance Awards	
Recipients of Publication	
Innovation Aw	ards Database - Forms
Forms	Description
Awards	
Company Addresses	
ESP Coordinators	
IP Coordinators	
Innovation Awa	ards Database - Reports
Forms	Description
Awards	
By Date and IPC - Apps Filed	
By Date and IPC - Disclosures Filed	
By Date and IPC - Patents Granted	
Copy of Recipients of Issuance Awards - Report for	
Award Mfg	
DH of Recipients of Filing Awards	
DH of Recipients of Inventor Ach Awards	
DH of Recipients of Issuance Awards	
DH of Recipients of Publications Awards	
Disclosure Award letter	
General Award Form	
Inventor Achievement Award Form - 10 issued	
Inventor Achievement Award Form - 5 issued	
Open Filing Awards Open General Awards	
Open Inventor Achievement Awards	
Open Issuance Awards	
Open Publication Awards	
Patent Filing Award Form	
Patent Issuance Award Form	
Progress Report	
Publications Award Form	
Recipients of Filing Awards - Sort by Award #	
Recipients of Filing Awards - Sort by Inventor Name	
Recipients of Inventor Achievement Awards - Sort by	
Award #	
Recipients of Issuance Awards - Sort by Award #	
Recipients of Issuance Awards - Sort by Inventor	
Name	·
Recipients of Publication Awards - Sort by Award #	
Recipients of Publication Awards - Sort by Inventor	
Name	
Verification Table	

Parallel and the second second			S1-20-334				_
Status of Opportunity:		Execution Pre-			- <sup>-</sup> Opport	unity No.	1
Date Status Changed To		型2 12	2/9/98		_4	<b>E</b> 5	
Product/Project Name:	TechNet			Deal Size:	C =	LARGE	··· ·
Product Group:	Network			Deal Priority	A =	LOW	
Product Type:	Software			Top Deals R	pt?		
Type of IP Involved:	Proprietary In	formation		Est. \$\$\$ Ran	ge:		
Patent Status:	Filed	Section of a first		Deal SSS Val	ie:		
BellSouth Entity:	BellSouth Tel	ecommunicatio	ns, Inc.	BIPMARK L	ead:	CB	
Sub-entity Name:	Network			BIPMARK S			eru, jej
eliSouth Contacts: Bill Smith			The same of the sa		San Transaction	i 7	
				BIPMARKS		ilij Servenski da sas	***
				BIPMARK SI	pport 3:	<u> </u>	
Marketing Participant:	Andersen Co	nsulting (to BT,	SBC)	Participant	Type: If	Remarketing	
Address:						Trumped Labor.	<b>7</b>
Address.		وداده بالمحاصرة والمجادرة والمراد	and and the second section of the	Participant	Contacts:		
		na granistaniche	aminania e e	7 7			
City, State, Zip							
Estimated Availability Da	te: 1/	1/99					
Estimated Availability Da Description of Opp. : Status of Deal:	ter 1/	(eq.)					
Estimated Availability Da Description of Opp.:  Status of Deal:  Background of Deal:	ter 1/	(eq.)					
Estimated Availability Da Description of Opp.:  Status of Deal:  Background of Deal:	te: 1/	1/99					
Estimated Availability Da Description of Opp. : Status of Deal: Background of Deal:	ter 1/	(eq.)					
Estimated Availability Da Description of Opp. : Status of Deal: Background of Deal:	te: 1/	(P9)					
Estimated Availability Da Description of Opp.:  Status of Deal:  Background of Deal:  I Platform:  inancial Analysis:	te: 1/	1/99					
Estimated Availability Da Description of Opp.:  Status of Deal:  Background of Deal:  I Platform:  inancial Analysis:	tes 1/	(ee/					
Estimated Availability Da Description of Opp.:  Status of Deal:  Background of Deal:  I Platform:  inancial Analysis:	10: 1/ ·	(P9)					
	10: 1/ ·	(P9)					
Estimated Availability Da Description of Opp.:  Status of Deal:  Background of Deal:  T Platform:  inancial Analysis:  ompetitive Analysis:							

FIG. 29

: 2

Deals Potential Opportunities Prioritization of Top Deals Status Product/Prolect Name Opp # BeilSouth Entiry

. :

Status

Company Name Lead Support Est. Value Deal Sixe

Priority Reason/Comments

Page 1 of 6

[LD-Potential Opportunity] [L1-initial Research in Progress] [L2-Awaiting Exec. Pre-Transaction Report] [L3-Negotiations in Progress] [L4-Awaiting Exec. Agmi/Transaction Report] [L5-Contract Completed/Closed] PRIVATE/PROPRIETARY
Contains private/proprietary information. May not be used or disclosed outside the
BellSouth companies except pursuant to a written agreement. Tuesday, December 14, 1999

## 

BellSouth Intellectual Property Marketing Corporation Level I (Initial Research in Progress) WIP Report

Date Generated: Tuesday, December 14, 1999

Date Ched Priority Est. Value Deal Size Lead Support BIPMARK Opp# Patent Status Company Name Subsidiary Name Product/Project Name

Page 1 of 2

BELLSO	UTH	Intellectua Contract T	Property C	ompanies abase	
Agreement Type:					
First Party:					
Second Party:					
Third Party:					
Effective Date:	Termination	on or Renewal Dat	ere		
Termination or Renewal Terms:					
Confidentiality Period?					
Executed Copy on File?	T.	Location of Origin	al:		
Comments:					
View Executed Contract:					
View Other Document:					
For Penarteing Egreements	อกเรา		1.1 St.A. 1.1		
Affiliate Involved:					
Transaction Type:	· · · · · · · · · · · · · · · · · · ·	Project Nan	ne:		
Type of IP Involved:					
View Transaction Report:					
Frequency of Payment:					
Payment/Royalty Due Date:	2	mount Due:			
Additional Payment Terms:		The second second			
YTD Totals: 1999	2000	2001	2002	2003	

Agreement Type

First Party

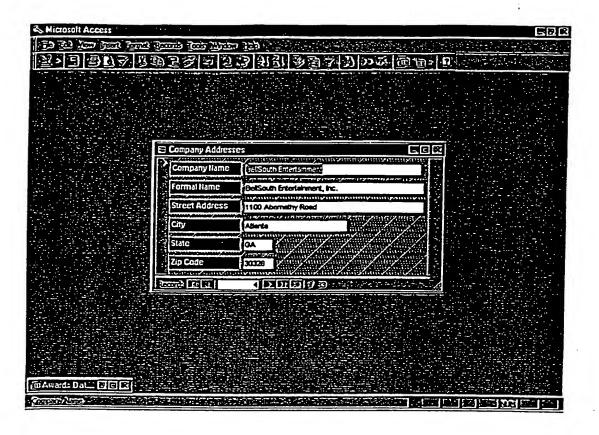
Second Party

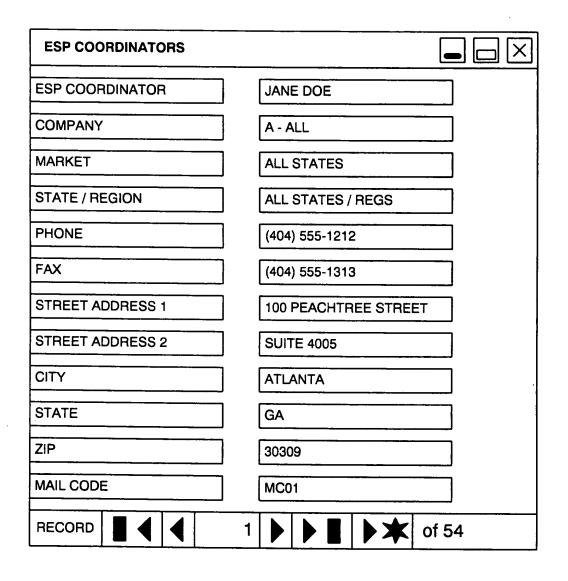
Tuesday, December 14, 1999

FIG. 33

Page 1 of 1

Award# D99-192 Type Sclosure Award	Egal Case # 192 Key # 18
Idle Mr. Name!	× Information
Ballsouth Sold	Pione No.
Suite	SUI Be ISouth employee?
Address	Peccellate 10.8
Chy State Ze	
This new supervisors	Airventor's Department (Feeds
Line Maude .	Grig
Suite 15	Euro Des
Address / State Zin	Address (
	Giy Sate Ip
DEClosure Awards	Filing Award
Slorage/Tracking/Notification	[idex]
11/11/99 Disclosure Received by Legal S	
11/11/99 Disclosure Received by BIPMAN F	Date Application, step 1
11/16/99 Letter and Olf Sent to hventor :	DEDELEMAN Notified of Filing.
Gift Sent i Wooden Pen	alling Averda Report Sent to Post
BSCCESTA No Coord Name (1)	Filing Averal Recognized at Sandre 1841
Pastence Walke	
15) Zijent Numberzi	#2000lealionsAverdiff
Date Patent Issued	Date BIPMAN Notified Strebile (15.7)
Date BIPMAN Holling Lot Issuance in	Recording to the state of the s
Issuance Award Request Sent to IPC	Rubication Nated Requestisent of post-
Strange Award & Ament Contine &	Communication Payment Records
ss. Award Recognized at Banquelin	Publi Award Recognized at Banquet
Inventor Achievement Awards	England Marine
Dato Last Patent sauce #	
Date Billy (AN) Notified DI Inv 2 and And a	SAmount of General Awards
iiv edi wao Requesi Sent to Poin	Date Seneral Averal Application
Invident Award Parment Cont. Recki	General Avard Regulation Po
Inv Act Award Recognized at Banquets	General Award Parnent Cont. 2664
	Gen Award Recognized St Banque 1
FIG. 34	





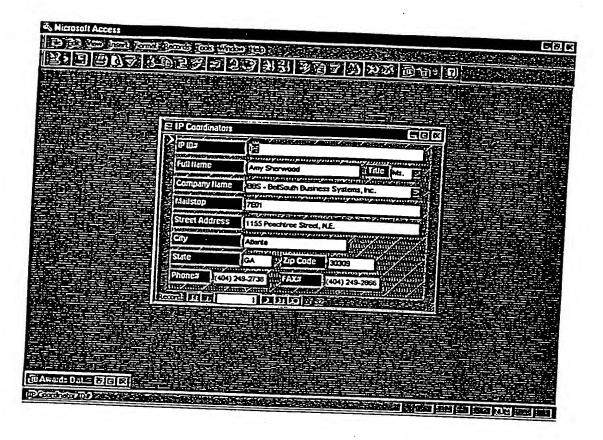


FIG. 37

### Innovation Award Request Patent Filing Award

Date of Request December 8, 1999	BellSouth File No. 98059	Innovation Award No. A99-075
Date Application Filed: Title of Application:		
	ovation Awards should be goest of this contribution to Bostemony in the presence of the desired that the desired t	grossed up for federal and ellSouth, the award should
Approve	ed By: X IP Legal BellSouth IP I	Management Corp.
Inventor Name	Inventor Signature	
- Supervisor Name L	Supervisor Signatu	re
P Coordinator Name	IP Coordinator Sign	aature
Certification of payment and i	this signed request form	n must be returned to:
Julia Spires, 1155 Peachtree St	Intellectual Property Admir reet, NE - Suite 500 - Atlan (404) 249-2961	nistrator ta, GA 30309

### PRIVATE/PROPRIETARY/LOCK

Contains Private and/or Proprietary Information. May not be used or disclosed outside the BellSouth Companies except pursuant to a written agreement. Must be stored in locked files when not in use.

ن

### MEMORANDUM

To:

John E. Lewis

From:

Marcus Delgado

Date:

December 8, 1999

RE:

Notification of Patent Application Filing for

Title:

BellSouth No.: Filing Date:

The above-referenced patent application was filed in the U.S. Patent and Trademark Office ("PTO") on the filing date shown above. We expect the official filing receipt, including the assigned serial number for this application, within the next several weeks.

We will keep you advised of further progress as the application proceeds through the PTO.

cc: Donna Post

### PRIVATE/PROPRIETARY/LOCK

Contains Private and/or Proprietary Information. May not be used or disclosed outside the BellSouth Companies except pursuant to a written agreement.

Must be stored in locked files when not in use.

BSCC - BellSouth (
JoAnn Blount (retired)
96013
A99-067

Patent Title	Method and System for Automatically Con
CompanyName	BSCC - BellSouth Cellular Corp.
Inventor Name	JoAnn Blount (retired)
egal No.	96013

Telephone Calls to Multiple Devices Having Different Directory Numbers (as amended)

Date Issued

US Patent No. 5,963,864

10/5/99

Page 1 of 1

FIG. 40

Tuesday, December 14, 1999

### D9750154.041801

# Intellectual Property Management Database System

KEY) Location of Data Editable	Security Comments
PK System generated Non-Editable	
Γ	
Lookup Table Editable	
Can be everten	A version can
denerated and/or free	changing status
form.	levels
information into database, Name,	
Lookup Table Editable	
information into database. Name.	
Lookup Table Editable	
information into database. Name	
Role, party to final contract - from People/Address	
Lookup Table Editable	
Lookup Table Editable	
Lookup Table Editable	
ble	
Free Form Editable	
Freeform Editable	
Freeform Editable	
Freeform Editable	
Lookup Table Editable	

### D9750154.C41801

Files	Character	pointer back to files and file comments		Freeform	Editable		
2	4	Comments					
Associated Contract	: ,	Pointer that pulls information from contract table - including name		Lookup Table	Editable		
		Name					
		Agreement Type					
		Contract Tracking Table	able				
			Relates				
Field Name	Data Type	Description	(KEY)	Location Data	Editable S	Security	Comments
Agreement Number	Number		KEY	System Generated	Non-Editable		
Agreement Name	Character			Freeform	Editable		
Agreement Type	Character			Lookup Table	Editable		
Project Number	Number	Key field for linking to marketing opportunities	Potentially a Foreign Key	Potentially a Foreign Key	Non-Editable		
							Should be able
Parties	Character	Lookup to People/Address table		Lookup Table	Editable		to add to the list
		Company Name					
		Туре					
		Contact					
Effective Date	DATE			Freeform	Editable		
l ermination/Renewal Date	DATE			Freeform	Editable		
Termination/Renewal Terms	Character			Freeform	Editable		
List IP	Character	List of IP Involved; pop-up box to add IP pointers, IP Type, Name, Ref #	Potentially a Foreign Key	Potentially a Foreign Key	Non-Editable		User can modify which IP is
		IP Type					
		Name				T	
		Ref. #					
Exclusivity	Character	values: exclusive, non-exclusive		Lookup Table	Editable		
Form of Agreement	Character	values: Distribution License, Straight Use License, Strategic Agreement		Lookup Table	Editable		
Description	Character			Freeform	Editable		
Type of Revenue	Character	values: cash, savings, cash & savings		Lookup Table	Editable		
Unique T&C	Character			Freeform	Editable		
Frequency of Payment	Character			Lookup Table	Editable		
Reason for Termination	Character			Freeform	Editable		
Type of License	Character	Do we still want this?not on screen shots		Lookup Table			
							This can be a
Confidentiality Period	DATE			Freeform	Editable	. 0	date.
( ) ( ) L							

## COPTED - LOCATOR

		Pointer to attached files and comments	_	Freeform	Fditable		
	-	File Name					
		Comments					
Product	Character						
BellSouth Business Unit	Character	Pointer to BellSouth Business Unit and Royalty			1		
		BellSouth Business Unit		Lookup Lable	Editable		
Notice Date	Date						
Customers Party to Contract	Character						
Parties to Contract	Character						
Underlying Ip of Product	Character						
		Button (field) that points to information in the action					
Action	Character	table		Lookup Table			
		Expected Due Date	-				
		Actual Date					
		Action Type (Lookup)					
		Expected Amount					
		Actual Amount	-				
		Expected Action					
		Actual Action					
		Internal Contact					
		External Contact					
		Comments					
Comments	Character			Freeform			
		IP TABLE (Trade Secrets or Copyrights)	Copyrights)				
			Relates				
Field Name	Data Type	Description	(KEY)	Location Data	Editable	Security	Comments
#± Q.	Number	System Generated	Primary Key	Primary Key	Non-Editable		
IP Type	Character	TS or Copyright or Both		Lookup Table	Editable		
IP Name	Character			Freeform	Editable		
BellSouth Sub-entity	Character			Freeform	Editable		
BellSouth Business Unit	Character			Lookup Table	Editable		Could also be
IP Description	Character	Freeform comments		Freeform	Editable		
Associated Files Attached	Character	Pointer to electronic file and comments		Freeform	Editable		
		File Name					
		Comments					
Copyright Filed?	Character	Build Lookup N/A, Yes or No		Lookiin Table	Editable		

## D9750154.041601

Field Name Character Product Description Product Description Product Description Product Number System Generated BellSouth Sub-entity Character Character Position (e.g., role) BellSouth Contacts Character Position (e.g., role) List of Patents Character Position (e.g., role) Character Position (e.g., role) Phone # Position (e.g., role) Phone # Position (e.g., role) Phone #	Description  1 Generated  nultiple values  1 to People/Address Table, Name, Phone and n (e.g., role)  1 to CPI Patent Database Records  #  1 to CPI Patent Database Records  #  1 to CPI Patent Database Records  #	Relates (KEY) Primary Key	Location Data Freeform Primary Key Freeform Freeform CPI System	Editable  Editable  Non-editable  Lookup Table  Editable  Editable	Security	System Generated Could also be freeform
umber Sub-entity Sub-entity Character Contacts Contacts Character Sub-entity Character	t Description  Generated  In Generated  In Generated  It o People/Address Table, Name, Phone and on (e.g., role)  It of Patent Database Records  #  It of CPI Patent Database Records  #  It of CPI Patent Database Records  #	Primary	Freeform  Lookup Table  Freeform  CPI System	Editable Lookup Table Editable Editable Editable		System Generated Could also be freeform
Business Unit Character Contacts Character Contacts Character Char	nultiple values to People/Address Table, Name, Phone and n (e.g., role) # to CPI Patent Database Records // // // //	Rey Key	Primary Key Freeform Lookup Table Freeform CPI System	Non-editable Lookup Table Editable Editable		System Generated Could also be freeform
Business Unit Character Contacts Character ants Character Characte	nultiple values  to People/Address Table, Name, Phone and n (e.g., role)  #  to CPI Patent Database Records // // //		Freeform Freeform CPI System	Lookup Table Editable Editable		Could also be freeform
Contacts  Contacts  Contacts  Character	multiple values r to People/Address Table, Name, Phone and on (e.g., role) # r to CPI Patent Database Records t# y Date #		Lookup Table Freeform CPI System	Editable Editable Editable		Could also be freeform
Contacts Character Character Character Character Character Character Character Character Character F F F F F F F F F F F F F F F F F F F	r to People/Address Table, Name, Phone and on (e.g., role) # nn r to CPI Patent Database Records t# y Date ##		Freeform CPI System	Editable Editable		
e Secrets & Character	# r to CPI Patent Database Records t#  y Date #		CPI System	Editable		
e Secrets & Character	# r to CPI Patent Database Records  t#  y  Date		CPI System	Editable		
Character  Character  Character  Character  Character  Character	r to CPI Patent Database Records  t#  y  Date ##		CPI System	Editable		
e Secrets & Character	r to CPI Patent Database Records  t#  y  ate  #		CPI System	Editable		
Status Docket # Country App. # Filing Date Filing Date Filing Date Filing Date Inventor Title Comments - Not Character Pointer to CPI TI App. # App. # Country App. # Filing Date Filing Date Reg. # Filing Date Reg. # Comments - Not Comments - Not Comments - Not Comments - Not App. # App. # App. # Country App. # App. # App. # Country App. # App. # App. # App. # Country App. # App	t#  y Date ##					
Docket # Country   App. # App. # Filing Date   Patent # Issue Date   Inventor   Title   Comments - Not   Comments - Not   Comments - Not   Country   App. # App.	7 y Date #					
Country   App. #	y Date #					
App. #	Date #					
Filing Date   Patent #	Date #					
Patent #     Issue Date   Inventor     Inventor   Title     Comments - Not     Character   Pointer to CPI TI     Status   Mark     Country   App. #     Country   App. #     Filing Date   Reg. #     Comments - Not     Comments - No	#					
Issue Date   Inventor   Title   Comments - Not   Character   Pointer to CPI TI   Status   Mark   Country   App. #   Pointer to CPI TI   Country   App. #   Pointer to Country   App. #   Pointer to Country   Reg. #   Reg. Date   Renewal Date   Comments - Not   Comments - Not   Reg. #   Reg.	2,00					
Inventor   Title   Comments - Not     Character   Pointer to CPI TI     Character   Pointer to CPI TI     Status   Mark     Mark   Country     App. #     Docket #     Filing Date   Filing Date     Reg. #     Reg. #     Reg. Date     Reg. #     Reg. #     Reg. Date     Reg. #     Comments - Not     Character   Pointer to IP Tab     Name   Name	Jale					
Title Comments - Not Character Pointer to CPI TI Status Mark Country App. # Docket # Piling Date Reg. # Reg. Date Reg. # Reg. Date Comments - Not Character Pointer to IP Tab	)r					
Character Pointer to CPI TI Status Mark Country App. # Docket # Piling Date Reg. Date Reg. Date Reg. Date Reg. Comments - Not Comments - Not Comments - Not Comments - Not Character Pointer to IP Tab						
Character Pointer to CPI TI Status Mark Country App. # Docket # Piling Date Reg. # Reg. # Reg. Date Reg. # Comments - Not Comments - Not Comments - Not Comments - Not Character Pointer to IP Tab						
Status	r to CPI TM Database Records		CPI System	Editable		
Mark						
Country App. # Docket # Filing Date Reg. # Reg. # Reg. Date Renewal Date Comments - Not Comments - Not Character Pointer to IP Tab						
App. # Docket # Docket # Filing Date Reg. # Reg. # Reg. Date Renewal Date Comments - Not Character Pointer to IP Tab	λ					
Bocket # Filing Date Filing Date Reg. # Reg. Date Renewal Date Comments - Not e Secrets & Character Name						
Filing Date Reg. # Reg. Date Reg. Date Renewal Date Comments - Not e Secrets & Character Pointer to IP Tab	#					
Reg. # Reg. Date Renewal Date Comments - Not e Secrets & Character Pointer to IP Tab	Jate					
Reg. Date Renewal Date Comments - Not e Secrets & Character Pointer to IP Tab						
e Secrets & Character Pointer to IP Tab	ate					
e Secrets & Character Pointer to IP Tab	al Date					
e Secrets & Character Pointer to IP Tab	ents - Not sure if in CPI					
Name	to IP Table		Lookup Table	Editable		
Description	tion					
BellSouth Sub-entity	th Sub-entity				<del> </del>	
BellSouth Business Unit	uth Business Unit					
#d1						

## D9750154 CH1801

Date Available for Sale	DAIE			Freeform	Editable		
Technical Requirements	Character			Freeform	Editable		
Product Name	Character	allow multiple values		Freeform	Editable		
Files	Character	pointer to files and comments		Lookup Table	Editable		
4.3		File Name					
	·	Comments	Š				
		Patents Table (CPI)-Used in IP Table	in IP Table				
	j.		Relates				
rieid Name	Data Type	Description	(KEY)	Location Data	Editable	Security	Comments
Patent #							
Issue Date							
Inventor							
Status							
Docket #							
Title							
Country							
App #							
Filing Date							
Comments		This may not be in CPI					
		Trademark Table (CPI) Used in IP Table	d in IP Table				
			Polotos				
Field Name	Data Type	Description	(KEY)	Location Data	Editable	Security	Commente
Mark							2
Reg. #							
Registration Date							
Status							
App #							
Docket #							
Country							
Filing Date					<u> </u>		
Renewal Date							
Comments		This may not be in CPI					
		Corp/Org. Table					
i			Relates				
Field Name	Data Type	Description	(KEY)	Location Data	Editable	Security	Comments
Name							
Type		IP Group Remarking Customer Alliance					

		People/Address Table	ole				
Field Name	Data Type	Description	Relates (KEY)	l ocation Data	Editable	Security	Commonte
Org					arganta.	Security	COMMINENTS
Name							
Phone							
Address							
Comments							
Position							
Roles Lookup Values	S						
Contact							
Research							
Other							
Contact Lookup Values	es						
IP Group Personnel							
End Users/Customers							
BellSouth Business Unit							
Status Lookup Values		Used in Marketing Module					
Conduct Initial Research							
Conduct Market Research and							
Analysis					•	•	
Develop marketing plan &							
package							
Sell product							
Negotiate contract							
Complete & approve transaction							
report							
Execute contract							
Set up maintenance plan							
Close out project							
BellSouth Business Inite Louden		Used in IP Inventory Module, Product Inventory Module					
BASC (Affiliate Service Corp.)							
BBI (Billing Inc.)							
BBS (Business Systems)							
BPC (Public Communications)							
BSC (Corporate)							
BSCC (Cellular)							
BSE (Entertainment)							
BSI (International)							
BSNET (.Net)							
BST (Telecommunications)							
					_	_	

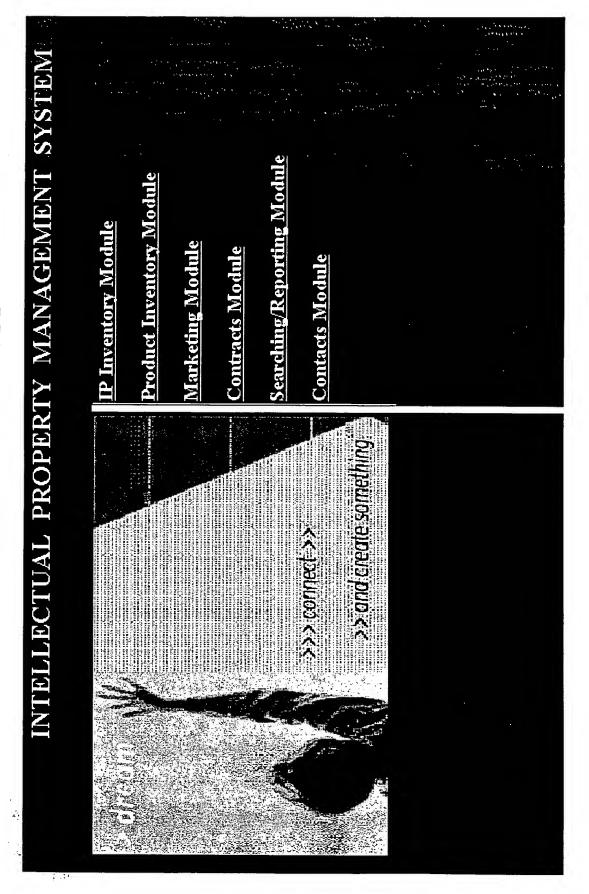
Publishing)		
BAT (Applied Technology)		
BCS (Communication Systems)		
BWD (Wireless Data)		
Lookup Values	Used in Contract Module	
Agreement		
Master Licensing Agreement		
Sublicensing Agreement		
Services Agreement		
Sublease Agreement		
Consulting Agreements		
Recruiter Agreements		
Remarketing Agreements		
Freq. of Payments Lookup Values Us	Used in Contract Module	
One-time		
Development/Maintenance		
Savings		
One Time Up-Front License Fee		
One Time Up-Front License Fee		
w/ Future Royalties Due		
Monthly Report/Royalty Payment		
Quarterly Report/Royalty Payment		
Annual Report/Royalty Payment		



		ACTION TABLE					
i			Relates				
Field Name	Data Type	Description	(KEY)	Location Data	Editable	Security	Comments
Action Due Date	Date			Freeform			
Action Type	Character			Freeform			
Expected Amount	Number			Freeform			
Expected Action	Character			Freeform			
BellSouth Sub-entity	Character			Freeform			This can be
Royalty Expected Due Date	Date			Freeform			ousiness unit.
Royalty Actual Date	Date			Freeform			
Royalty Action Type	Character			Lookun Table			
Royalty Expected Amount	Number			Freeform			
Royalty Actual Amount	Number			Freeform			
Royalty Expected Action	Character			Freeform			
Royalty Actual Action	Character			Freeform			
Royalty Internal Contact	Character			Lookup Table			
Royalty External Contact	Character			ookiin Tahle			
Royalty Comments	Character			Freeform			
Start Date	Date			Freeform			
End Date	Date			Freeform			
Period	Character			Lookup			



		Contacts TABLE					
			Relates				
Field Name	Data Type	Description	(KEY)	Location Data	Editable	Security	Comments
Company Name				Freeform			
BellSouth Sub-entity				Freeform			
Туре		IP Group, Remarketing, Customer, Alliance, Bellsouth Internal					
Events		Pointer to Events table		Freeform			
		Date					
		Comments					
		Attached Files					
Contacts							
		Name					
		Title					
		Country					
		Address1					
		Address2					
		City					
		State					
		Zip					
		Phone					
Individual Contact Events		Pointer to Individual Contact Events Table					
		Date					
		Comments					
		Attached Files					
				•			



### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM Marketing Contracts/Agreements Searching/Reporting Contacts Please choose an option from the menu bar on the left. IP Inventory IP Inventory Product Inventory IP Inventory Module Create New Trade Secret or Copyright Record Search Inventory View Inventory

	INTELLECTUAL PROPERTY MANAGEMENT SYSTEM
IP Inventory	Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts
IP Inventory Module	Create/Edit Trade Secret/Copyright
Create New Trade Secret or Copyright	TP# Copyright Filed . 🖾
<u>Kecord</u>  View Inventory	IP Name
Search Inventory	IP Type
	BellSouth Business Unit
	BellSouth Sub-entity
	IP Description
	Associated Files Attached
	File to Attach
	File Name Comments
	Submit

FIG. 52

V											
INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	oventory Marketing Contracts/Agreements Searching/Reporting Contacts	View Inventory	<u>Patents</u>	Sort By N/A	Trademarks	Sort By N/A	Trade Secret & Copyrights	Sort By N/A	Submit Cancel		
INTR	IP Inventory Product Inventory	IP Inventory Module	Create New Trade Secret or Copynight Record	View Inventory	Search Inventory						

							1000 co				
LECTUAL PROPERTY MANAGEMENT SYSTEM	intory Marketing Contracts/Agreements Searching/Reporting Contacts	View Inventory	Patents	Sort By N/A Z	Tractor Patent # Issue Date	Sort By Default	Status Trade Docket# pyrights Country	Sort By Filing Date	Submit Cancel		
INTELLEC	P Inventory Product Inventory	IP Inventory Module	Create New Trade Secret or Copyright Record	View Inventory	Search Inventory						

FIG. 54

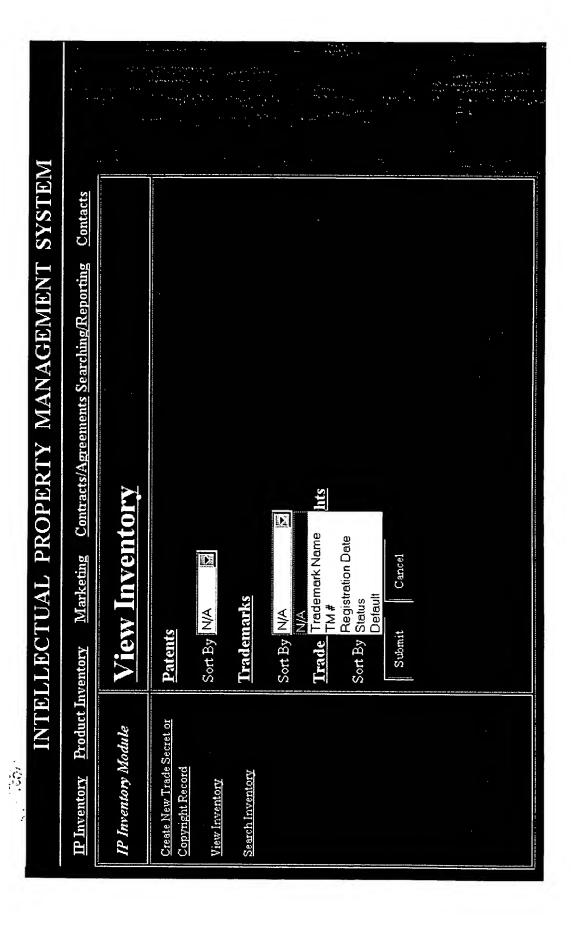


FIG. 55

### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM IP Inventory Product Inventory Marketing Contracts/Agreements Searching/Reporting Contacts View Inventory Trade Secret & Copyrights Submi BellSouth Entity Business Unit IP# Description N/A Name Default **Trademarks** Sort By M/A Sort By N/A Sort By N/A **Patents** Create New Trade Secret or IP Inventory Module Copyright Record Search Inventory View Inventory

	10 mm					a se se				· · · · · · · · · · · · · · · · · · ·	an Joseph	
SM.	,			Connents	Data		Renewal Date Comments Data Data			æ		
SYSTEM	Contacts			THe C	Das		Renewal Data		<u>IP#</u>	Data		
				Inventor	Dats		Reg. Date Data		Unit			
EME	ing/Repo			Issue Date	Das		Reg. # Data		Business Unit	Data		
ANAG	s Search			Patent #	Data		<del>Ning Date</del> Data		Entity			
Y M	Contracts/Agreements Searching/Reporting			शिमाह Date	Data		<u>Αφρ#</u> Dæ2		BellSouth Entity	Data		
PERI	ntracts/A	A		<u>App #</u>	Data		Dodret# Data	phts	tion	e)		
PRO		ventory		Country	Data		Coundry Data	crets & Copyrights	Description	Data		
<b>LUAL</b>	Marketing	11		Dodet#	Data	arks	Mark Data	ecrets &	ıe	8;		
INTELLECTUAL PROPERTY MANAGEMENT	ventory	View	<u>Patents</u>	Status	Data	<u>Tradema</u>	Status Data	Trade Sec	Name	Data		THE PART AND DESCRIPTION OF THE PARTY AND ADDRESS AND
INTE	Product Inventory	lodule		Secret or								
	IP Inventory	IP Inventory Module		Create New Trade Secret or Copyright Record	View Inventory	Search Inventory						

UAL PROPERTY MANAGEMENT SYSTEM	Contracts/Agreements Searching/Reporting Contacts		Vstem	marks - CPI System	Secrets & Copyrights	
INTELLECTUAL PR	P Inventory Product Inventory Marketing	IP Inventory Module   Search Inventory	Create New Trade Secret Patents - CPI System			

V			
INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	entory Marketing Contracts/Agreements Searching/Reporting Contacts	Search Patents	Status         Filing Date           Docket #         Patent #           Country         Issue Date           App. #         Title           Inventor         Comments           Search All Fields         Cancel
INTE	P Inventory Product Inventory	IP Inventory Module	Create New Trade Secret or Copyright Record View Inventory Search Inventory

		na properties.	La Santa Carlos de Carlos
INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	nventory Marketing Contracts/Agreements Searching/Reporting Contacts	Search Patents Results	Status         Doctet #         Country   Data   Dat
INTE	IP Inventory Product Inventory	IP Inventory Module	Create New Trade Secret or Copyright Record View Inventory Search Inventory

:

INTELLECT	LECTUAL PROPERTY MANAGEMENT SYSTEM	
P Inventory Product Inventory	entory <u>Warketing</u> Contracts/Agreements Searching/Reporting Contacts	
IP Inventory Module	Search Trademarks	
Create New Trade Secret or Convright Record View Inventory Search Inventory	Status         Filing Date           Mark         Reg. #           Country         Reg. Date           Docket #         Renewal Date           App. #         Comments           Search All Fields         Comments	All the second of the second o

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	ventory Marketing Contracts/Agreements Searching/Reporting Contacts	Search Trademark Results	Status         Mark         Country         Docket         App.#         Filing         Reg. #         Reg. #         Reg. #         Date         Date         Comments           Data         Data         Data         Data         Data         Data         Data         Data         Data
GALNI	IP Inventory Product Inventory	IP Inventory Module	Create New Trade Secret or Copyright Record View Inventory Search Inventory

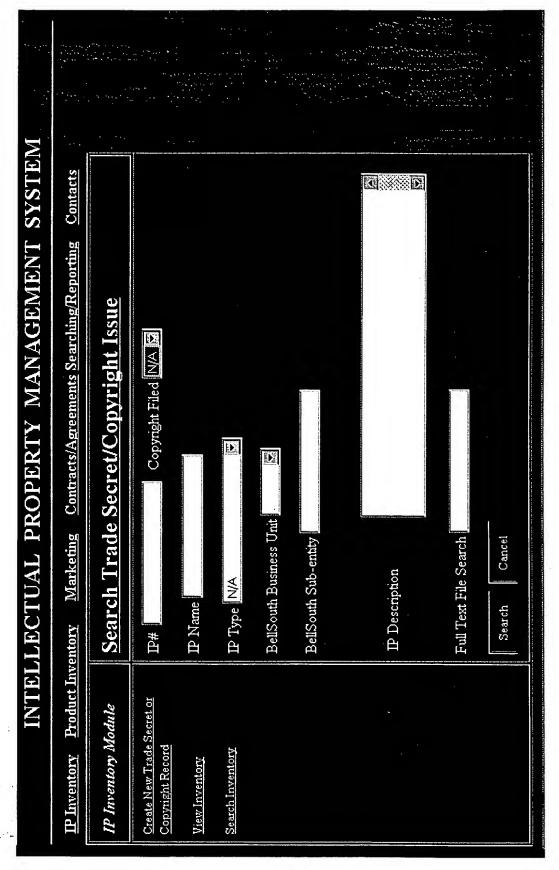


FIG. 63

		erine erine.				
STEM	ntacts			BellSouth Sub- entity	Data .:	
TUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts			BellSouth Business Unit	<u>Data</u>	
IY MANAG	Agreements Search			正#	<u>Data</u>	
PROPER	ting Contracts//	ults	ecrets & Copyrights	Type	<u>Data</u>	
INTELLECTUAL		Search Results	Trade Secrets &	Name	<u>Data</u>	
INTE	IP Inventory Product Inventory	IP Inventory Module	Create New Trade Secret or Copyright Record	View Inventory Search Inventory		

# INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

<u>Product</u> <u>Marketing Contracts/Agreements Searching/Reporting Contacts</u>

# Product Inventory

Create New
Product
View Products

Please choose an option from the menu bar on the left.

Search For

Product

View/Edit Contacts

INTELL	INTELLECTUAL PROPERTY MANAGEMENT SYSTEM
Product Inventory Inventory	
Product Inventory Module	Create/Edit Product
Create New Product	Product Name Product Number 1234343
View Products	
Search For Product	
View/Edit Contacts	Product Description
	Date Available for Sale
	Technical Requirements
	BellSouth Contacts

FIG. 66

Be	USout	BellSouth Contacts	cts					
Name	ne	1 10 1 10 1 10 1 10 1 10 1 10 1 10 1 1	Phone #			Position		
	Add Contact	35			Remove Contact	ontact		
Lis	ist of IP							
Patents	nts							
	<u>Status</u>	Docket#	Country	App.# Filing Date	Patent Issue # Date	e Inventor	Filing Patent   Issue   Inventor   Title   Comments   Date     Date	
	) Add Patents				Remove Patents	l Itents		
Trad	Trademarks							
	Status	Mark	Country	Docket# App#		Filing Reg Reg Date # Date	Renewal <u>Date</u>	Comments
	Add Trademarks	marks,			Remove I	Remove		
Trad	e Secrets	Trade Secrets & Copyrights	hts					

FIG. 67

		-``.' <sub>!</sub>				, None	
	BellSouth Sub-Entity Business	Copyright Create TS/Copyright		Remove File			
Its	Description	   Remove TS or Copyright			Haswola e		
Trade Secrets & Copyrights	<u>Name</u>	Add TS or Copyright	Associated Files Attached		File to Attach File Name		Submit

### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM View All Products for Specific BellSouth Business View All Products Sorted By BellSouth Business <u>IP Product</u> Inventory Inventory Marketing Contracts/Agreements Searching/Reporting Contacts View All Products Advanced View View Products View Products Inventory Create New Search For Product Product Module View/Edit Contacts Product

INTERLE	ECTUAL PROPE	INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	MENT SYSTEM
<u>Product</u> Inventory Inventory		Marketing Contracts/Agreements Searching/Reporting Contacts	ting Contacts
Product Inventory Module	View All Products		
Create New Product View Products	<u>Name</u> Data	BellSouth Business Unit Data	Description Data
<u>Search For</u> <u>Product</u>			
<u>View/Edit</u> <u>Contacts</u>			
Grand Control of the			

### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM Description Data View All Products by BellSouth Business Unit <u>IP Product</u> <u>Marketing Contracts/Agreements Searching/Reporting Contacts</u> <u>Inventory</u> Name Data BellSouth Business Unit View Products Inventory Create New Search For Product Product Module View/Edit Contacts Product

FIG. 71

THE SEA

### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM View All Products By Specific BellSouth Business Marketing Contracts/Agreements Searching/Reporting Contacts **BSNET** BSCC BBS BPC BSC BSE BST BellSouth Business Unit: Submit Inventory Inventory Product View Products Inventory Create New Search For Product Module View/Edit Contacts Product Product

FIG. 72

MENT SYSTEM	orting Contacts	South Entity	Data Data	e destination and appear to the same of the same and the
JAL PROPERTY MANAGEMENT	rketing Contracts/Agreements Searching/Reporting Contacts	s By Specific BellSouth	Data	The second secon
	Ma	View All Products	Data	
INTELLECTU	<u>Product</u> Inventory Inventory	Product Inventory Module	Create New Product View Products Product View/Edit Contacts	The second secon

INTERPREC	UAL	EM
<u>IP</u> <u>Product</u> Inventory Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	
Product Inventory Module	View Products Advanced View	
<u>Create New</u> <u>Product</u>	1.) Sort By: N/A	
View Products	2.) Sort By: N/A	
Search For Product	3.) Sort By: N/A	
View/Edit Contacts	Submit Cancel	

FIG. 74

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM | Product | Marketing Contracts/Agreements Searching/Reporting Contacts Inventory Inventory View Products Advanced View BellSouth Entity Name Description 3.) Sort By: N/A N/A 1.) Sort By: N/A 2.) Sort By: N/A Submit View Products Inventory Create New Search For Product View/Edit Contacts Product Module Product

FIG 75

		ga kisalihan ashiri In	15/15/17 ( )	·	,-10 to 313, 1 to		4.826	· · · · · · · · · · · · · · · · · · ·
LECTUAL PROPERTY MANAGEMENT SYSTEM	het Marketing Contracts/Agreements Searching/Reporting Contacts	View Products Advanced View	1.) Sort By: Name	2.) Sort By: BellSouth Entity 🖾	3.) Sort By: Description	Submit Cancel :		
INTELLEC	T Product Inventory	Product Inventory Module	<u>Create New</u> <u>Product</u>	View Products	<u>Search For</u> <u>Product</u>	View/Edit Contacts		

FIG. 76

- 7291 MA

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM Description Data <u>IP</u> <u>Product</u> <u>Marketing Contracts/Agreements Searching/Reporting Contacts</u> <u>Inventory</u> BellSouth Entity View Products Advanced View Data Name Data View Products Inventory Create New Search For Product View/Edit Contacts Product Module Product

in series				
TUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts	Search Products	umber Product Name   Business Unit BellSouth Sub-entity   escription BellSouth Sub-entity   llable for Sale BellSouth Sub-entity   Requirements BellSouth Sub-entity	
INTRIBILIBETION	Product Inventory	Search	Product Number BellSouth Busir Product Descrip  Date Available  Technical Requir	
INTE	R Inventory In	Product Inventory Module	Create New Product View Products Product View/Edit Contacts	

FIG. 78

m [	BellSouth Contacts	Contacts			·		
Z	Name		Phone #		Position		
	Add Contact	programme of the state of the s		Remove Contact	ontact		
	List of IP						
Pa	Patents						
	Status	Docket#	Country	App.# Filing Pater Date	A Issue Inventor	Filing Patent Issue Inventor Title Comments	
	Add Patents			Remove Patents	atents		
T	Trademarks						
	Status	Mark	Country	Docket# App#	Filing Reg#	Reg. Renewal Date Date	ments
		rks		Remove	Remove Trademarks		
Ⅱ	Trade Secrets & Copyrights	Copyrights					

	Business   D#	ghts				
	BellSouth Sub-entity	  Remove  Trade  Secrets.or  Copyrights		Comments		
	Description			a)		
Trade Secrets & Copyrights	Name	   Add Trade Secrets or Copyrights	Associated Files Attached	File Name	Full Text File Search	Search Cancel

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM <u>Product</u> <u>Inventory Inventory</u> Marketing Contracts/Agreements Searching/Reporting Contacts Any Criteria Used in Search Product Search Results Product Name Data1 Product Inventory Create New Product Search For Product View/Edit Contacts View Products Module

INTERLIE	ECTUAL PROPERTY	CTUAL PROPERTY MANAGEMENT SYSTEM	
<u>IP</u> Product Inventory Inventory	<u>ict</u> <u>ory</u>	Searching/Reporting Contacts	
Product Inventory Module	View Product		
Create New Product View Products	Product Number 12323 BellSouth Sub-entity Entity	Product Name Product BellSouth Business Unit Main Unit	
<u>Search For</u> <u>Product</u>	Product Description  Date Available for Sale 2/14/2000	( <u>大</u> )	
View/Edit Contacts	Technical Requirements		
	BellSouth Contacts		
	Name Phone # Howard Johnson 1-800-555-1212	Position   Director	
00 011	List of IP		

I jet of TD	٩								
Patents									
Status	Docket#	Country	App.#	Filing Patent Issue Date # Date	ent Issue Date	e Inventor	Title	Comments	
Trademarks	.i.								
Status	Mark	Country	Doc	Docket# App#	# Filing Date	Filing Reg#	Reg Renewal Date Date		Comments
Trade Secr	Trade Secrets & Copyrights	ents							
ZI	Name	Des	Description		Bells	BellSouth Sub-entity	-entity	Business	S IP#
Associated	Associated Files Attached				100100000000000000000000000000000000000				
	File Name	<u>me</u>				Comments	nents		
1,8E									
					I				

FIG. 83

# INTERLIBECTUAL PROPERTY MANAGEMENT SYSTEM <u>Marketing Contracts/Agreements Searching/Reporting Contacts</u> Please choose an option from the menu bar on the left. Marketing Search/Report Projects Create New Project View/Edit Contacts View/Edit Project

### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM <u>Marketing Contracts/Agreements Searching/Reporting Contacts</u> Inventory Inventory **(1)** <u>D</u> Σ Project # 121232 Deal Priority Status Date Deal Size Follow-up Actions D Create New Project Include in Top Deals Report 📋 Description of Project Responsible Party . Follow-up Date Project Name Deal Value Products Status View/Edit Contacts View/Edit Project Search/Report Marketing Create New Module Projects Project

FIG. 85

				Phone Final Contract			ne <u>Final</u> Contract		
		Remove Product		<u>Contact</u> <u>Ph</u>	Remove Customers		Contact Phone	Parmer	
<u>Products</u>	Product Name	Add Product Remove	Customer	Customer Name	Add Customers R	Remarketing Partners	Company Name	Add Partner Remove Partner	To Groum Dersonnel

FIG. 86

P Group Personnel	nne <u>l</u>		
Name		<u>Role</u>	
Addilp Personnel	onnel Remove IP Personnel	Personnel	
Associated Files Attached	ss Attached		
File to Attach	1946E.	Browse	
H	File Name	Comments	
Contract Records	ds.		· ·
Cor	Contract Name	Agreement Type	
Create Contract Record	ord Add Associated Contract Record	ecord Remove Associated Contract Record	
Submit Ca	Cancel		

FIG. 87

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM <u>Product</u> <u>Marketing Contracts/Agreements Searching/Reporting Contacts</u> D D. View Projects Default Search 1.) Sort By: N/A 2.) Sort By: N/A 3.) Sort By: N/A Cancel Custom Sort Submit View/Edit Project Search/Report Projects Marketing Create New View/Edit Contacts Module Project

							 A The second of	· · · · · · · · · · · · · · · · · · ·
STEM								
CTUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts		Deal Value	Data6				
VAGEIM	ing/Report		Deal Defority	Data5				
Y MAN	ients Search		Status	Data4				
<b>PERT</b>	ıcts/Agreem	Results	Product	Data3				
AL PRO	eting Contra	iew Project-Results	Customer	Data2				
ECTUA		View P	Project Name	Data1				
INTERLIBE	IP Product Inventory	Marketing Module	Create New Project	View/Edit Project	Search/Report Projects	View/Edit Contacts		

100 x 40

### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM <u>Marketing Contracts/Agreements Searching/Reporting Contacts</u> **d** D Follow-up Actions Action Status Date 2/2/2000 Deal Priority Low Project # 12334 Deal Size Small Responsible Party Mike Stevens Include in Top Deals Report 🔳 Status Conduct Initial Research Follow-up Date 2/2/2000 Product Name Deal Value \$1.2 Billion Description of Project Project Name Name View Project Customer Product Products Search/Report Marketing Create New Project View/Edit Contacts Module View/Edit Projects Projects

FIG. 91

INTELLECTUA	ECTUAL PROPERTY MANAGEMENT SYSTEM	SYSTEM
Product Inventory	nct tory Marketing Contracts/Agreements Searching/Reporting Contacts	<u>'ts</u>
Marketing Module	View Projects	
<u>Create New</u> <u>Project</u>	Default Search	
View/Edit Project	Custom Sort	
Search/Report Projects	1.) Sort By: Customer Company Name	
View/Edit	2.) Sort By: Product Name	
Contacts	3.) Sort By: Customer Company Name	
	Submit Customer Company Name Product Name	
	Remarking Partner Company Name Status	
	Deal Priority Deal Value	
GREAT CONTROL ENGINEER AND	IP Group Personnel	The state of the s

FIG. 92

IEM	1946. S.				
NT SYSTEM	Contacts		Product <u>Data6</u>		
TUAL PROPERTY MANAGEMENT	Marketing Contracts/Agreements Searching/Reporting Contacts		Customer Data5		
Y MAN	ents Searchi		Project # Data4		
OPERT	ıcts/Agreem	View Projects-Results	<u>Criteria 3</u> <u>Data3</u>		
AL PRO	eting Contra	rojects-	Criteria 2 <u>Data2</u>		
ECTU/		View F	Criteria 1 <u>Data1</u>		
INTRIBIBEC	IP Product Inventory	Marketing Module	Create New Project View/Edit Project	Search/Report Projects	<u>View/Edit</u> <u>Contacts</u>

FIG. 9

YSTEM				
LECTUAL PROPERTY MANAGEMENT SYSTEM	Product Marketing Contracts/Agreements Searching/Reporting Contacts nventory	Edit Project	Status Status  Compared to the	Follow-up Date  Follow-up Actions  Products  Product Name
E LINKT BIBIOLO	IP Product Inventory	Marketing Module	Create New Project View/Edit Project Search/Report Projects View/Edit Contacts	

FIG. 9

				Party to Final Contract			Party to Final Contract			
				Phone			Phone			
	me	Remove Product		<u>Contact</u>	Remove Gustomers		Contact		Remove Partner	
Products	Product Name		Customer	Customer Name	. Add: Customers	Remarketing Partners	Company Name		Add Partner	P Group Personnel
										330 313 412

FIG. 95

			and the second	ggalagi markatan kalan kanakatan kalan		Section 1888			
IP Group Personnel	<u>Name</u>	Add IP Personnel Remove IP Personnel	Associated Files Attached	File to Attach	File Name Comments	Contract Records	Contract Name Agreement Type	Create Contract Add Associated Contract ×	Submit Cancel
						·			

FIG. 96

#### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM D Ď 3 2 <u>IP Product</u> Inventory Inventory Marketing Contracts/Agreements Searching/Reporting Contacts Deal Priority N/A Deal Size N/A Status Date Project# Follow-up Actions Project Search/Reports Include in Top Deals Report 🔳 Product Name Responsible Party | N/A | 🖫 | Follow-up Date Project Name Description Status N/A of Project Deal Value Products Remarketing Status Level Standard Project Create Mew Project • Top Deals Report BellSouth View/Edit Contacts Customer View/Edit Project Report Report Search/Report Projects Report Marketing Module Reports

FIG. 97

			Party to Final Contract			Party to Final		
			Phone			<u>Phone</u>	Remove Remarking Partner	
Vame	Remove Product		Contact	// Remove Customer		Contact		
Product Name	Add Product	Customer	Customer Name	Add Gustomer	Remarketing Partners	Company Name	Add Remarking Partner	IP Group Personnel
Keport View/Edit Contacts								88 275

FIG. 98

1.00 1.40 1.00 1.00 1.00 1.00 1.00 1.00							1	
	Role	Remove IP Group Personnel	Comments			Agreement Type	Remove Contract Record	
P Group Personnel	Name	Add IP Group Personnel	Associated Files Attached File Nane	Full Text File Search	Contract Records	Contract Name	Add Contract Record	Search Cancel

FIG. 99

	ECTUAL PROPERTY MANAGEMENT SYSTEM    Marketing Contracts/Agreements Searching/Reporting Contacts   Project Search/Reports   Project Name   Project #	
View/Edit Project  Search/Report  Projects  Standard Project  Reports  Top Deals  Customer  Report	Status N/A  N/A  Deal Vine Conduct Intial Research Include Complete and approve PTR Description Project Complete & approve transaction report Execute contract Close out Project  Status Date  Deal Size Medium S  Deal Size Mediu	
New/Edit Contacts	Responsible Party  NA  Products  Product Name	

INTERIOR	CTUAL PR	OPERTY	MANAG	CTUAL PROPERTY MANAGEMENT SYSTEM	STEM
Inventory Inventor	t Marketing Cont	racts/Agreement	s Searching/R	Marketing Contracts/Agreements Searching/Reporting Contacts	
Marketing Module	View Project Search Results	earch Results			:
Create New Project	Project Name	Customer	Product	Other Search Criteria	
View/Edit Project	Data1	Data2	Data3	Data4	
Search/Report Projects					
Standard Project Reports					
• Top Deals • Customer Report • Remarketing Report • Status Level Report • Status Level Report • BellSouth Business					
Unit Report View/Edit Contacts					

$\{r_i\}$
ن
7

	INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	TEM
IP Product	t IX Marketing Contracts/Agreements Searching/Reporting Contacts	
Marketing Module	Top Deals Report	
Create New Froject View/Edit Project	Status Product/Project Opp# BellSouth Patent Company Lead Support Est. Deal Size Priority  Detal Data2 Data3 Data4 Data5 Data6 Data7 Data8 Data9 Data10 Data11	
Search/Report Projects		
Standard Project Reports		
<ul> <li>Top Deals</li> <li>Customer <ul> <li>Report</li> <li>Report</li> <li>Status Level</li> <li>Report</li> </ul> </li> <li>Status Level <ul> <li>Report</li> </ul> </li> <li>BellSouth</li> <li>Business</li> <ul> <li>Unit</li> </ul> </ul>		
View/Edit Contacts		

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM Marketing Contracts/Agreements Searching/Reporting Contacts Customer Name | Customer Name 🖾 Customer Report Cancel Submit IP Product Inventory Remarketing Standard Project Status Level Create Mew Project • Top Deals View/Edit Contacts Customer BellSouth Business Unit View/Edit Project Report Report Report Search/Report Project Marketing Reports Module FIG. 103

INTEL		UAL PI	ROPERTY	MANA	LECTUAL PROPERTY MANAGEMENT SYSTEM	SYSTEN	1
P Inventory Product Inver	itory	Marketing	Contracts/Agre	ements Sear	Contracts/Agreements Searching/Reporting	Contacts	
Marketing Module	Customer	istomer Report					
Create New Project	Customer Name Data1	Product Name Data2	<u>Status</u> Data 3	<u>Value</u> Data4	BellSouth Business Unit Data5	Opp.# Data6	
View/Edit Project							
Search/Report Projects							
Standard Project Reports							
Top Deals     Customer Report     Remarketing     Report     Status Level     Report     BellSouth     Business Unit							
		10120					

FIG. 103A

Bellsouth
-----------

FIG. 10

TUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts	port	BellSouth Value Business Unit	5 Data4 Data5 Data6				
INTELLECTUAL PROPERTY	Product   Marketing Contracts/Agreeme   Inventory   Inventory	Marketing Remarketing Partner Report	ing Product Name	Search/Report   Data Data Datas   Projects	Standard Project Reports	• Top Deals • Customer  Report • Remarketing	• Status Level  • Report  • BellSouth  Business Unit	View/Edit Contacts

INTELLE	ECTUAL PROPERTY MANAGEMENT SYSTEM	V
IP Product Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	
Marketing Module	Status Level Report	
Create New Project	Status Level N/A	
View/Edit Project		
<u>Search/Report</u> <u>Projects</u>	Submit Cancel	
Standard Project Reports		
• Top Deals • Customer Report • Remarketing Report • Status Level Report • BellSouth Business Unit		
View/Edit Contacts		

FIG. 106

#### INTELLECTUAL PROPERTY MANAGEMENT SYSTEM <u>IP Product</u> Marketing Contracts/Agreements Searching/Reporting Contacts Conduct market research and analysis Complete & approve transaction report Can Develop marketing plan & package Complete and approve PTR Set up maintenance plan Conduct Intial Research Status Level Report Negotiate contract Close out Project Execute contract Sell product Status Level N/A Submit Remarketing Status Level Standard Project Create New Project Top Deals View/Edit Contacts Customer View/Edit Project BellSouth Business Report Report Report Search/Report Marketing Reports Module Projects

FIG. 107

INTROCTOR	CTU	AL	PR	OPE	RTY	M	NA	ECTUAL PROPERTY MANAGEMIENT	ENI	SY	SYSTEM	M
Product Product Inventory	اء'	keting	Contr	acts/Ag	d.eeme	nts Sea	rching/	Marketing Contracts/Agreements Searching/Reporting Contacts	g Con	tacts		
Marketing Module	Statu	Status Level Report	el Re	port	To the state of th		TO WIND MAY KARIN TO ME NO TRANSIT					
Create New Project	Level	Level	#ddO	Company	Product F	Company Product Remarketing	BellSouth Business	BellSouth IP Group Deal Size Deal	al Sine	Deal		
View/Edit Project	Datal	<u>Uate</u> Data2	Data3	<u>Name</u> Data4	<u>Name</u> Datas	<u>Partner</u> Data6	<u>Unit</u> Data7	Personnel Data8 D		Value Data10		
Search/Report <u>Projects</u>												
Standard Project Reports												
• Top Deals • Customer Report	72 <b>2</b> 7 4 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7											
										***************************************		
Sratus Level     Report     BellSouth												
<u>Busmess</u> <u>Unit</u>												
View/Edit Contacts										The Body and State Community		

FIG. 108

	INTELLE	ECTUAL PROPERTY MANAGEMENT SYSTEM	STUBIM
	Product Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	
	Marketing Module	BellSouth Business Unit Report	
	Create New Project	BellSouth Business Unit	
	View/Edit Project	Submit Cancel BASC	
	Search/Report <u>Projects</u>	BBS BPC	
	Standard Project Reports	BSC BSCC BSE	
	• Top Deals • Customer Report	BSNET SE	
	Remarketing     Report     Status Level		
	<u>Business</u> <u>Unit</u>		
	View/Edit Contacts		
	FIG. 109		
•			

INTELLEC  IN Product Inventory Inventory Marketing Module  Create New Project		AL F	ontracts	SERT SYAGREE	TUAL PROPERTY MANA Marketing Contracts/Agreements Searching Bell South Business Unit Report	IANA earching	GEMIR Reporting	TUAL PROPERTY MANAGEMENT SYSTEM  Marketing Contracts/Agreements Searching/Reporting Contacts  Bell South Business Unit Report  Entity Status Product Customer Remarketing Deal Value BellSouth BIFMARK	STEM
View/Edit Project <u>Search/Report</u> <u>Projects</u>	Name Datal	Data2	Name Data3	<u>Name</u> Data4	<u>Fariner</u> Data5	Dataó	Contacts Data7	Contact Data8	
Standard Project Reports  Top Deals Customer Report Report Remarketing									
• Status Level Report • BellSouth Business Unit									and the second of the second o

FIG. 110

## INTERLIBETION PROPERTY MANAGEMENT SYSTEM <u>Product</u> <u>Marketing Contracts/Agreements Searching/Reporting Contacts</u> Please choose an option from the menu bar Contracts/Agreements on the left. <u>Search</u> Contracts/Agreements Contract/Agreement View/Edit Contacts Contract Reports Add

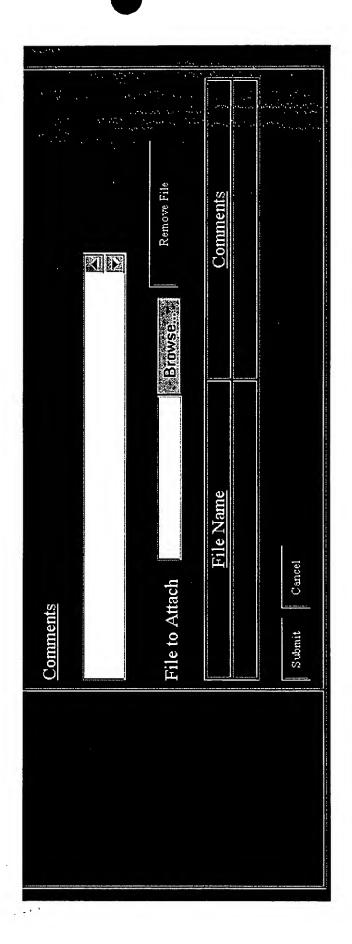
Product   Product   Marketing Contracts/Agreements   Searching/Reporting Contacts
---

FIG. 112

Termination or Renewal Terms	rms	
Confidentiality Period		Notice Date
Effective Date		
Termination/Renewal Date		Reason for Termination
BellSouth Business Unit	ss Unit	
BellSouth Business Unit	Unit	Royalty Percentage
Add Bell South BU Rem	Remove BellSouth BU	
Parties to the Contract	ıtract	
· Company Name	me Type	o <u>e</u> Contact
Add Party Ren	r. Rem ove Party	

FIG. 113

Add Party Remove Party	
IP Covered by License	
IP Type Name Ref#	
Add Associated IP Remove Associated IP	
Actions/Payments Due	
Expected Actual Date Date Date Date Date Date Date Date	
	·
Add Action Item Remove Action Item Add Internal Party Add External Party	
Comments	



INTELLECT	CTUAL PROPERTY MANAGEMENT SYSTEM
<u>IP</u> <u>Product</u> Inventory Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts
Contracts/Agreements Module	Add Contract/Agreement
Add Contract/Agreement	Agreement Name Agreement Number 12323
Search Contracts/Agreements	Agreement Type Project Number
Contract Reports	Administrative Services Agreement
View/Edit Contacts	Master Licensing Agreement Sublicensing Agreement
3.2	Services Agreement Sublease Agreement
	Consulting Agreements
	ents
	Type of Revenue
	Frequency of Payments
	Description

FIG. 116

INTERIOR	TUAL PROPERTY MANAGEMENT SYSTEM	Ţ
Myentory Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	
Contracts/Agreements Module	Add Contract/Agreement	11.00
Add Contract/Agreement	Agreement Name Agreement Number 12323	
<u>Search</u> Contracts/Agreements	Agreement Type	
Contract Reports	Product	
View/Edit Contacts		
	Contract Summary	1812km - 1
	Exclusivity Form of Agreement	
	Unique T& Distribution License	
	Strategic Agreement  Strategic Agreement	
	Description	
		2

FIG. 11'

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	Product   Marketing Contracts/Agreements Searching/Reporting Contacts	Add Contract/Agreement	ract/Agreement Agreement Name Agreement Number 12323	Agreements   Agreement Type   Project Number	Product		Contract Summary	Exclusivity Agreement Agreement	Type of Revenue	Frequency of Pay Cash Savings	Description
INTELL	<u>Product</u> Inventory Inventory	Contracts/Agreements Module	Add Contract/Agreement	Search Contracts/Agreements	Contract Reports	View/Edit Contacts					

FIG. 118

	ECTUAL PROPERTY MANAGEMENT SYSTEM
IP Product N. Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts
Contracts/Agreements Module	Add Contract/Agreement
Add Contract/Agreement	Agreement Name Agreement Number 12323
<u>Search</u> <u>Contracts/Agreements</u>	Agreement Type Project Number
Contract Reports	Product
View/Edit Contacts	
	Contract Summary
	Exclusivity Agreement Agreement
	Type of Revenue
	Frequency of Payments
	One-time Development/Maintenance Savings One Time Up-Front License Fee
	One Time Up-Front License Fee w/ Future Royalties Due Monthly Report/Royalty Payment
	Quaterly Report/Royalty Payment Annual Report/Royalty Payment

FIG. 119

BLUI	TELLECTUAL PROPERTY MANAGEMENT SYSTEM	ENT SYSTEM
P Inventory Product Inventory	wentory Marketing Contracts/Agreements Searching/Reporting	porting Contacts
Contracts/Agreements Module	Add Action	·
	Action Type Termination Notice   Expected Due Date	
	Expected Amount Start of Period	
	Expected Action Expected Action	
·	Internal Contact External Contact	
	Recurring Actions	
	Date Repeat	
	Comments:	
		ZU EX
	Submit Cancel	
the second commence of the second sec	The second secon	process to the second s

FIG. 120

INTELLECTUAL PROPERTY MANAGEMENT SYSTEM  Product Inventory Inventory Marketing Contracts/Agreements Searching/Reporting Contacts  Contracts/Agreements  Add Action  Add Action  Action Type Termination Notice  Expected An Experted An Extention Notice  Expected Action Type Termination	Internal Cont Savings Due   External Contact   Other   Recurring Actions   Date   Repeat	Comments:
---	--	-----------

FIG. 120A

ECTUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts	Search Contracts/Agreements	Agreement Name	Agreement Type  Project Number	Product	Contract Summary	Exclusivity . Sorm of Agreement .	70	Description
INTELLECT	IP Product Inventory	Contracts/Agreements Module	Add Contract/Agreement Search	Contracts/Agreements Contract Reports	View/Edit Contacts				

FIG. 12

Description	Z D	ž	Termination/Renewal Date Reason for Termination	BellSouth Business Units	BellSouth Business Unit Royalty Percentage	Add BellSouth BU Remove BellSouth BU	Parties to the Contract	Company Name Type Contact	Add Party Remove Party

FIG. 122

Remove Party   Remove Party   IP Covered by License	IP Type         Name         Ref#           Image: Im	Add IP Remove IP	IOUS/FAYMENTS DUC	Amount   Amount   Action   Action   Contact   Contact	Add Action Remove Action	Comments	Enil Text Hile Search	Swiit Cancel

FIG. 12.

INTELLECTUA		ERTY N	PROPERTY MANAGEMENT SYSTEM	MENT S	YST	CM
<u>Product</u> Ma Inventory Inventory	Marketing Contracts	/Agreements S	ing Contracts/Agreements Searching/Reporting Contacts	rting Contacts	701	
	Search Results	sults				portuga 1980 - Portuga 1980 - Portuga 1980 - Portuga
Add Contract/Agreement	Agreement	Agreement	Agreement	Project #		
Search Contracts/Agreements	<u>Name</u> <u>Data1</u>	Number <u>Data2</u>	$\frac{\text{Type}}{\text{Data}^2}$	Data4		San Amerika San Amerika San Amerika
Contract Reports						eli Kanadogi Kanadogi
View/Edit Contacts						
						ing so
	, <u></u>				C. Will S.	
						Manager Comments

INTERLECT	INTELLECTUAL PROPERTY MANAGEMENT SYSTEM	AGEMENT SYSTEM
<u>IP</u> <u>Product</u> Inventory Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	ing/Reporting Contacts
Contracts/Agreements Module	Contract/Agreement	
Add Contract/Agreement	Agreement Name Name	Agreement Number 12323
<u>Search</u> Contracts/Agreements	Agreement Type Contract	Project Number 1234
Contract Reports	Product Product	
View/Edit Contacts	Contract Summary	
	Exclusivity Exclusive	Form of Agreement Straight Use License
	Type of Revenue Cash	Unique T&C Text
	Frequency of Payments Annual Report/Royalty Payment	Royalty Payment
	Description A nice piece of IP	
	Termination or Renewal Terms	
	to any and the statement	714.514
	Confidentiality Period 2/14/2000	Notice Date 2/14/2000

FIG. 12:

FIG. 126

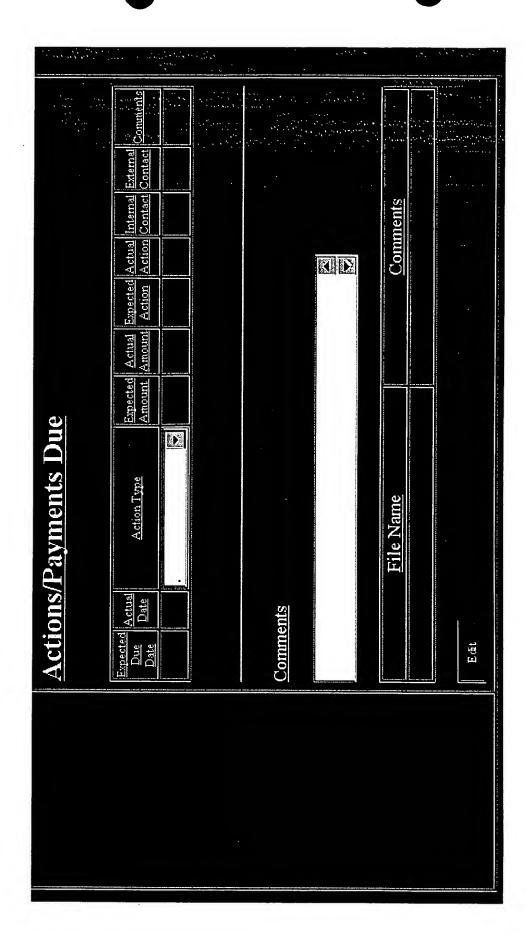


FIG. 127

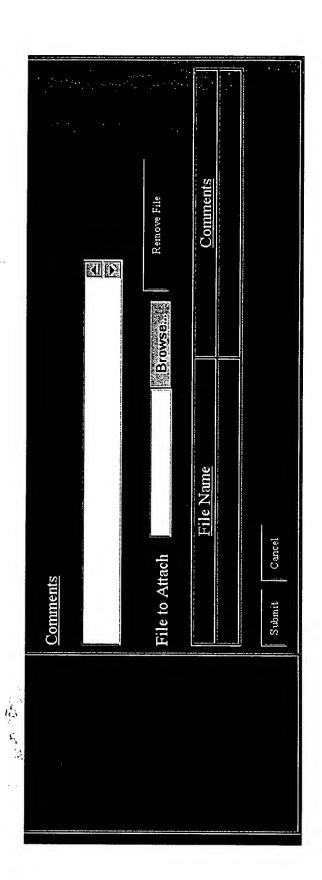
INTERPRECT	TUAL PROPERTY MANAGEMENT SYSTEM	GEMENT SYSTEM
<u>IP</u> <u>Product</u> Inventory Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	/Reporting Contacts
Contracts/Agreements Module	Edit Contract/Agreement	
Add Contract/Agreement	Agreement Name	Agreement Number 12323
Search Contracts/Agreements	Agreement Type	Project Number
Contract Reports	Product	
View/Edit Contacts		
	Contract Summary	
		Form of
	Exclusivity .	Agreement .
	Type of Revenue	Unique T&C
	Frequency of Payments .	
	Description	
	Termination or Renewal Terms	

FIG. 12

19750154 CH1801

	Notice Date	Reason for Termination		Royalty Percentage		Type Contact	
Termination or Renewal Terms	Confidentiality Period Effective Date	Termination/Renewal Date	BellSouth Business Units	BellSouth Business Unit	 Parties to the Contract	de la companya de la	IP Covered by License

FIG. 130



INTELLECT	CTUAL PROPERTY MANAGEMENT SYSTEM	'STEM
H Product M. Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	
Contract/Agreements Module	Contracts Reports	
Add Contract/Agreement		
Search Contracts/Agreements	Please select a report from the left menu	
Contract Reports	oar.	
Upcoming		
Termination Report		
Royalty/Reporting		
Requirements By		
<u>Date</u>		
Contracts By		
BellSouth Business		
Unit		
Financial Report By		
Period		

								,										
Please select a report from the left menu	bar.																	
<u>Search</u>   <u>Contracts/Agreements</u>	Contract Reports	Upcoming	Termination Report	Royalty/Reporting	Requirements By	<u>Date</u>	Contracts By	BellSouth Business	Unit	Financial Report By	Period	Financial Report By	BellSouth Business	Unit	Action Report	Party Report	View/Edit Contacts	

FIG. 133

SYSTEM	<u>icts</u>	,														
STUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts	Upcoming Termination Report		Agreement Type	Start Date End Date	MANASE:	Time Period	Search Cancel								
	<u>Product Minventory Mi</u>	Contract/Agreements Module	Add Contract/Agreement	Search Contracts/Agreements	Contract Reports	Upcoming	Termination	Report	Royalty/Reporting	Requirements By	<u>Date</u>	Contracts By	BellSouth	<u>Business Unit</u>	Financial Report	By Period

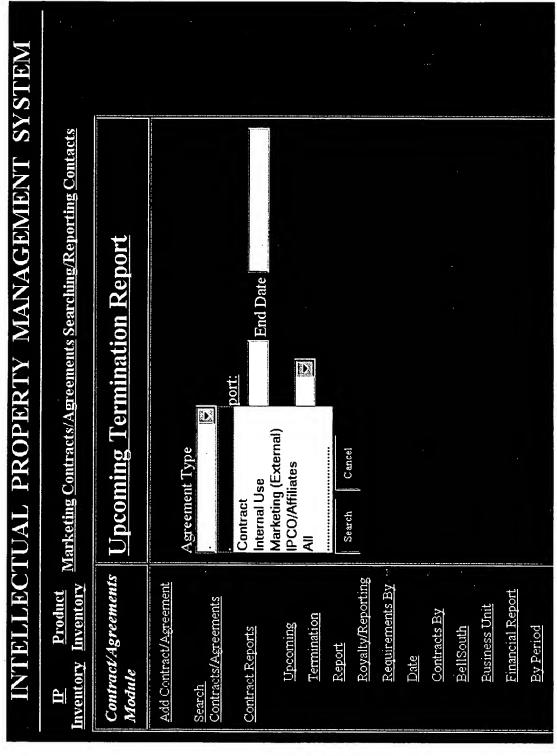


FIG. 135

STEM				
CTUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts	Upcoming Termination Report	Agreement Type	
INTERLIEC	-	Contract/Agreements Module	Add Contract/Agreement  Search Contracts/Agreements  Contract Reports  Termination  Report  Royalty/Reporting  Requirements By	Date Contracts By BellSouth Business Unit Financial Report By Period

INTERFER	STUAL PROPERTY MANAGEMENT SYSTEM	ROP	ERTY	MAN	AGEM	ENT	SYSTE	)M
Product Mentory Markentory	Marketing Contracts/Agreements Searching/Reporting Contacts	ontracts/,	Agreement	s Searchi	ng/Reporti	ng Contact	×;	
Contract/Agreements Module		ning T	Jpcoming Termination Report	tion R	eport			
Add Contract/Agreement	<u>Effective</u> Date	Notice Date	<u>Termination</u> Date	Contract Name	Contract#	Customer		
Search Contracts/Agreements	Data 1	Data2	Data3	Data4	Data5	Data6		
Contract Reports								
Upcoming								
Termination Report				gh.				
Royalty/Reporting								
Requirements By								
<u>Date</u>	ALICOLOGIC DESCRIPTION							
Contracts By								
<u>BellSouth Business</u>								
Unit	TABLE & BANKEY CO.							: :
Financial Report By	**************************************							
Period								

FIG. 13'

INTERPLEC	ECTUAL PROPERTY MANAGEMENT SYSTEM	
IP Product Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	
Contract/Agreements Module	Royalty/Reporting Requirements By Date Report	
Add Contract/Agreement		
Search Contracts/Agreements	Agreement Type	
Contract Reports	Period Covered By Report: Start Date End Date	
Upcoming		
Termination	Time Period  -	
Report	Search Cancel	
Royalty/Reporting		
Requirements By		
Date		
Contracts By		
BellSouth		
<u>Business Unit</u>		
Financial Report		
By Period		

FIG. 138

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

	$rac{\Pi}{ ext{Inventory}} rac{ ext{Product}}{ ext{Inventory}} rac{ ext{Marl}}{ ext{Inventory}}$	Marketing Contracts/Agreements Searching/Reporting Contacts	ntracts	/Agree	ments	Search	ing/Rej	orting	Contact	S)	
Con	Contruct/Agreement Module	Royalty/Reporting Requirements By Date Report	y/Rep	orting	Requ	iireme	nts By	<u>Date</u>			
Add	Add Contract/Agreement		Expected	Actual							
Sear	Search Contracts/Agreements	Name	Due Date	Action Date	Type	Action Action Expected Actual Expected Actual Due Date Type Amount Amount Action Action Date	Actual	Action Action	Action		
Cont	Contract Reports	Data	Data	Data	Data	Data	Data	Data	Data		
	Upcoming Termination										
	Report										
ed I model to a time of the	Royalty/Reporting										
	Requirements By Date										
	Contracts By										
7407 - <b>7</b>	BellSouth Business										
	<u>Unit</u>										
	Financial Report By										
	Period										
T. 100 11 2 2 2 12	Financial Report By										
en 120 (120 en 410	BellSouth Business										
A Miller and St. order 1997.	Unit										

Product Inventory Agreement Agreement tracts/Agreer ports ports ming Termir sit alty/Reporting uirements By racts By Bell ness Unit ness Unit ness Unit ness Unit ness Unit sid	Marketing Contracts/Agreements Searching/Reporting Contacts  Contracts By BellSouth Business Unit  Agreement Type BellSouth Business Unit  Period Covered By Report:  Start Date OR Start Date  Start Date	Marketing Contracts/Agreements Searching/Reporting Contacts  South Time Period Covered By Report.  South Time Period Covered By Report.  South Time Period Covered By Report.
Our Action Report		

ilG. 14(

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM <u>IP Product</u> Inventory Inventory Marketing Contracts/Agreements Searching/Reporting Contacts Effective Termination Data. Period Covered By Report: Date Report Run: Contracts By BellSouth Business Unit Data Parties Data BellSouth Agreement Product Data Data Business <sup>2</sup> Unit Data Search Contracts/Agreements Upcoming Termination Contracts By BellSouth Requirements By Date Financial Report By Royalty/Reporting Contract/Agreement Add Contract/Agreement Business Unit Contract Reports Module

Action Report

Unit

Financial Report By BellSouth Business

Period

	INTELLECT	ECTUAL PROPERTY MANAGEMENT SYSTEM	STEM
110-	IP Product Number Inventory	Marketing Contracts/Agreements Searching/Reporting Contacts	
	Contract/Agreements Module	Financial Report By Period	
	Add Contract/Agreement		
	<u>Search</u> Contracts/Agneements	Agreement Type	
		Period Covered By Report:	
	Contract Reports	Start Date	
	Upcoming		
	Termination	Time Period	
	Report	Search	
	Royalty/Reporting		
	Requirements By		
	<u>Date</u>		
-	Contracts By		
	<u>BellSouth</u>		
	Business Unit		
J- 02	Financial Report		
	<u>By Period</u>		

FIG. 142

						TOSE FROFERIT INSTRUCTION STOLEN
IP Product Mari	Marketing Contracts/Agreements Searching/Reporting Contacts	reements	Searchin	g/Reporti	ing Contact	S
Contruct/Agreement Module	Financial Report By Period	t By Pe	riod			·
Add Contract/Agreement	Period Covered By Report: Date Report Run:	Report:	Date Rep	ort Run:		
Search Contracts/Agreements						
Contract Reports	Contract BellSouth		Amonat		T	
Upcoming Termination	Name Business Unit	Parties	<u>Due</u>	<u>Date Due</u>	Contact	
Report	Data Data	Data	Data	Data	Data	
Royalty/Reporting						
Requirements By Date						
Contracts By BellSouth						
Business Unit						
Financial Report By						1
<u>Period</u>						
Financial Report By						
BellSouth Business						
Unit		1.1				
Action Report						

FIG. 14

FIG. 14

	BellSouth Business	Financial Report By	Period	ntract/Agreement Financial Report By BellSouth Business Unit	<u>Product</u> Marketing Contracts/Agreements Searching/Reporting Contacts  Inventory Inventory
al Report I ith Busine	al Report l	Period		Contract/Agreements   Period Covered By Report: Date Report Run:   Date Contract/Agreements   Parties   BellSouth   Agreement Expected Actual   Date   External Unit   Data   D	Financial Report By BellSouth Business I  streement  ts/Agreements  ts  BellSouth  BellSouth  BellSouth  BellSouth  BellSouth  Agreement Expected Actual  Unit  Data
al Report   al Report   al Busine	al Report   al Report	al Report ]		nents    Period Covered By Report: Date Report Run:   BellSouth   Agreement Expected Actual   Date     Data   Data   Data   Data   Data     Date   Data   Data   Data   Data     Date   Data   Data   Data   Data     South   Data   Data   Data   Data     South   Data   Data   Data   Data     Couth   Data   Data   Data   Data   Data   Data     Couth   Data   Data   Data   Data   Data   Data     Couth   Data   Data   Data   Data   Data   Data   Data     Couth   Data   Data   Data   Data   Data   Data   Data   Data     Couth   Data   Data	Financial Report By BellSouth Business I  Period Covered By Report: Date Report Run:  BellSouth Parties Business Name Amount Amount Due Data Data Data Data Data Data Data Dat
is Unit al Report I al Report I ith Busine	ss Unit al Report I al Report I	s Unit al Report l	rt.	nents  Period Covered By Report: Date Report Run:  BellSouth Agreement Expected Actual Date Unit Name Amount Amount Due Data Data Data Data Data  Date	Financial Report By BellSouth Business Unents  Period Covered By Report: Date Report Run:  BellSouth Agreement Expected Actual Date Data Data Data Data Data Data Data
ts By Bell s Unit al Report ] al Report ] al Report ]	ts By Bell ss Unit al Report 1 .	ts By Bell ss Unit al Report l		Period Covered By Report: Date Report Run:    BellSouth   Agreement Expected Actual Date     Data   Data   Data   Data   Data     Data   Data   Data   Data   Data   Data   Data     Data   Data   Data   Data   Data   Data   Data   Data     Data   Da	Financial Report By BellSouth Business Unents  Period Covered By Report: Date Report Run:  BellSouth Agreement Expected Actual Date Business Unit Data Data Data Data Data Data Data Da
strands By Date strands By BellSouth al Report By the Business	transport By  al Report By  al Report By	ts By BellSouth South Is Unit al Report By	Date   South   South   Sy   Sy   Sy   Sy   Sy   Sy   Sy   S	Period Covered By Report: Date Report Run:   BellSouth Agreement Expected Actual Date     Date   Data Data Data Data Data Data Data Da	Financial Report By BellSouth Business Unit Period Covered By Report: Date Report Run:    Period Covered By Report: Date Report Run:   BellSouth Agreement Expected Actual Date   Data   Data
Meporting ments By Date tts By BellSouth al Report By tth Business	'Reporting ments By Date tts By BellSouth s: Unit al Report By al Report By	/Reporting ments By Date  its By BellSouth South al Report By	Sate South	Period Covered By Report: Date Report Run:    BellSouth Agreement Expected Actual Date     Parties Business Name Amount Amount Due	Financial Report By BellSouth Business U  Period Covered By Report: Date Report Run:  BellSouth Agreement Expected Actual Date Date Amount Amount Due Unit
Meporting       ements By Date       its By BellSouth       is Unit       al Report By       ith Business    Data Data Data Data  Outs  Outs	Data     Data     Data     Data     Data       /Reporting       rments By Date       rts By BellSouth       s: Unit       al Report By	Data Data Data Data Data Data Data Dat	Reporting         Data         Data         Data         Data         Data         Data         Data         Data           ments By Date         Es By BellSouth         Es Unit         Item         Item	nents  BellSouth Agreement Expected Actual Date	Financial Report By BellSouth Business U  Period Covered By Report: Date Report Run:  BellSouth Agreement Expected Actual Date
Ing Termination  Parties Business Name Amount Amount Due Unit Data Data Data Data Data Data Data Da	Ing Termination Data Data Data Data Data Data Data  TReporting TREPORT BY  Amount Amount Due Unit Data Data Data Data Data Data  Data Data	Ing Termination  Data Data Data Data Data Data Data Dat	Parties Business Name Amount Amount Due Unit Data Data Data Data Data Data Data Da	nents	nents
Termination  Parties Business	Termination Data Data Data Data Data Data  Seport By  Earlies BellSouth Agreement Expected Actual Due Unit Due Onta Data Data Data Data Data Data  Seport By  Expected Actual Date Date Date Due Date Date Date Date Date Date Date Dat	Termination Data Data Data Data Data Data  By BellSouth Data Data Data Data Data Data  Data Data	Termination  Parties Business		
BellSouth Agreement Expected Actual Date Unit Data Data Data Data Data Data Data Da	Parties Business Name Amount Amount Date Data Data Data Data Data Data  South  32  BellSouth Agreement Expected Actual Date Unit Unit Data Data Data Data Data  South  32	BellSouth Agreement Expected Actual Date   Business   Unit   Data   Data   Data   Data   Data	Parties Business Name Amount Amount Due Data  Data Data Data Data Data Data  South  South		
al Report J	a report al Report J	٠			

FIG. 14

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM Marketing Contracts/Agreements Searching/Reporting Contacts Period Covered By Report: Action Report Agreement Type Cancel Action Type Time Period Start Date Sort By: Sort 1: Sort 2: Search Sort 3: ORContracts By BellSouth Search Contracts/Agreements Upcoming Termination Requirements By Date Financial Report By Financial Report By BellSouth Business <u>Product</u> Inventory Inventory Royalty/Reporting Contruct/Agreement Add Contract/Agreement Business Unit Action Report Contract Reports <u>Period</u> Report Unit Module

FIG. 146

S. A. S.

13

## INTELLECTUAL PROPERTY MANAGEMENT SYSTEM <u>IP</u> <u>Product</u> Marketing Contracts/Agreements Searching/Reporting Contacts D Sort 2: External Responsible Party 🔀 Sort 1: Internal Responsible Party 🔀 External Responsible Party Internal Responsible Party Period Covered By Report: Contract Name Action Report Agreement Type Due Date Action Type Time Period Start Date Sort By: Sort 3: Search OR Contracts By BellSouth Search Contracts/Agreements Upcoming Termination Requirements By Date Financial Report By Financial Report By BellSouth Business Royalty/Reporting Contract/Agreement Add Contract/Agreement Business Unit Action Report FIG. 147 Contract Reports Report Period Unit II. Module

CTUAL PROPERTY MANAGEMENT SYSTEM	Ma	Action Report	Period Covered By Report: Date Report Run:		Expected Agreement Action Expected Expected Internal External  Due Date Name Type Action Amount Contact Contact	Data Data Data Data Data Data			হা		VE. 25					
INTELLECTUA	15 IC	Contract/Agreement Acti	Add Contract/Agreement Perio	Search Contracts/Agreements	Contract Reports Due I	Upcoming Da	<u>Termination</u>	Report	Royalty/Reporting	Requirements By	<u>Date</u>	Contracts By	BellSouth	Business Unit	Financial Report	

	Financial Report By	Unit	AL PROPERTY MANAGEMENT SYSTEM eting Contracts/Agreements Searching/Reporting Contacts  Party Report  eriod Covered By Report:  tart Date	LLECC Product Iventory reements sements ation Repor ation Business
Unit Financial Report By	Unit			BellSouth Business
BellSouth Business Unit Financial Report By	BellSouth Business Unit	BellSouth Business	in the state of th	
racts By South Business cial Report By	racts By South Business	Search		Date
acts By  outh Business cial Report By	acts By Search Outh Business	acts By Search Outh Business	•	
Time Period     acts By   Search   Cancel	rements By  acts By outh Business	rements By  Time Period  acts By  outh Business	JR	
Cancel   Cancel   Call Report By   Search   Cancel   Call Report By   Ca	Ity/Reporting OR  rements By  acts By  outh Business	ty/Reporting       OR         rements By       Time Period         acts By       Search         outh Business       Cancel		
ination Report  Usy/Reporting Irements By acts By outh Business cial Report By	ination Report Start Date   Ity/Reporting OR   rements By Time Period   acts By Search   outh Business	ination ReportStart DateLty/ReportingORrements ByTime Periodacts BySearchcouth Business		Upcoming
ination Report  Start Date  [ty/Reporting Irements By acts By outh Business cial Report By	ination Report  Ity/Reporting  Irements By  acts By  outh Business	ination Report  Ity/Reporting  rements By  acts By  outh Business	eriod Covered By Report:	
Start Date  Sporting eporting ents By  Eby  Report By  Cancel  Cancel	Start Date  Eporting ents By  Time Period  Cancel  Business	Start Date  eporting onk  eporting  eporting  Time Period  Search  Cancel  Business		ts/Agreements
t Reports  Upcoming  Cermination Report  Start Date  Sequirements By  Contracts By  SellSouth Business  Joit  Imancial Report By  Cancel  Contracts By  Search  Cancel  Cancel  Cancel	t Reports  Upcoming  Cermination Report  Start Date  Sequirements By  Contracts By  Search  Contracts By  Search  Contracts By  Search  Contracts Dy  Contracts By  Search  Contracts Dy  Contracts Dy	t Reports  Upcoming  Cermination Report  Start Date  Sequirements By  Contracts By  Contracts By  Search  Cancel	. 图 Parties	
the ports  The ports  The ports  The ports  Period Covered By Report:  Start Date  Coming Sequirements By  Contracts By  SellSouth Business  John in Ports  Contracts By  SellSouth Business  John in Ports  Contracts By  SellSouth Business  John in Ports  Contracts By	ts/Agreements  t. Reports  Treports  Period Covered By Report:  Start Date  Soguirements By Contracts By  SellSouth Business  Joit  Agreement Type  Beriod Covered By Report:  Covered By Report:  Find Date  Concert  Search  Concert  Concert  Search  Concert  Concer	ts/Agreements  t Reports  Decid Covered By Report:  Start Date  Soyalty/Reporting  Requirements By  Time Period Cancel  Soluth Business  Carnel  Agreement Type		Add Contract/Agreement
tract/Agreement  Agreement Type . Est Parties Covered By Report:  Decoming  Requirements By  Contracts By  Search  Contracts By  Selection  Contracts By  Selection  Cancel  Contracts By  Selection  Cancel	htract/Agreement  Agreement Type Agreement Type Barties  12/Agreements  1 Reports  Upcorning  1 Period Covered By Report:  Start Date Bud Date  OR  Sequirements By  Time Period Cancel  Contracts By  Search Cancel  John  John  John  Agreement Type Barties  Bart Date Bud Date  End Date  Cancel  Search Cancel	htract/Agreement Agreement Type E Barties  Ls/Agreements  Ls/Agreements  Ls/Agreements  Ls/Agreements  Ls/Agreements  Deriod Covered By Report:  Start Date Briod Briomation Report  Commination Report  Start Date Briod Briomation  Search Cancel  Contracts By  Search Cancel	arty Report	
tract/Agreement  Intract/Agreement  It Reports  Lykereements  Lykereemen	rct/Agreements tract/Agreement  Agreement Type Bearties  Jecoming Start Date  Sequirements By Date  John acts By Sequirements By Date  John acts By SellSouth Business Juit	ret/Agreements  htract/Agreement  start Date    Search   Cancel   Search   Cancel   Search   Cancel   Cancel	eting Contracts/Agreements Searching/Reporting Contacts	
Marketing Contracts/Agreements Searching/Reporting Conta  Party Report  Agreement Type	Marketing Contracts/Agreements Searching/Reporting Conta  Party Report  Agreement Type . End Date Fried Covered By Report:  Start Date Fried . End Date .  Time Period . End Date .  Search   Cancel .	Marketing Contracts/Agreements Searching/Reporting Conta  Party Report  Agreement Type [	L PROPERTY MANAGEMENT	INTELLECTUA
Marketing Contracts/Agreements Searching/Reporting Contacts    Party Report	Marketing Contracts/Agreements Searching/Reporting Contacts/Agreement Searching/Reporting Contacts/Agreement Searching/Reporting Contacts/Agreement Type	Marketing Contracts/Agreements Searching/Reporting Contacts/Agreements Searching/Reporting Contacts/Agreement Searching/Reporting Contacts/Agreement Searching/Reporting Contacts/Agreement Type Early Report:    Party Report		

INTERINECT	UAL PROPERTY MANAGEMENT SYSTEM	MANAC	HMGK	ENT S	YSTUB	M
$rac{\Pi}{ ext{Inventory}} rac{ ext{Product}}{ ext{Inventory}} rac{M_{ m E}}{ ext{Inventory}}$	Marketing Contracts/Agreements Searching/Reporting Contacts	Searching/F	eportin	g Contacts		
Contract/Agreements Module	Party Report					The second and second
Add Contract/Agreement	Period Covered By Report:	Date Report Run:	Run:			
Search Contracts/Agreements						Agricum
Contract Reports	Parties Agreement Business Business Treit	$rac{ m Amount}{ m Due}$	Date Due	<u>External</u> <u>Contact</u>		
Upcoming	Data Data Data	Data	Data	Data		
<u>Termination Report</u>						
Royalty/Reporting						
Requirements By						
<u>Date</u>						
Contracts By						
BellSouth Business						
Unit						
Financial Report By						
Period			:			*

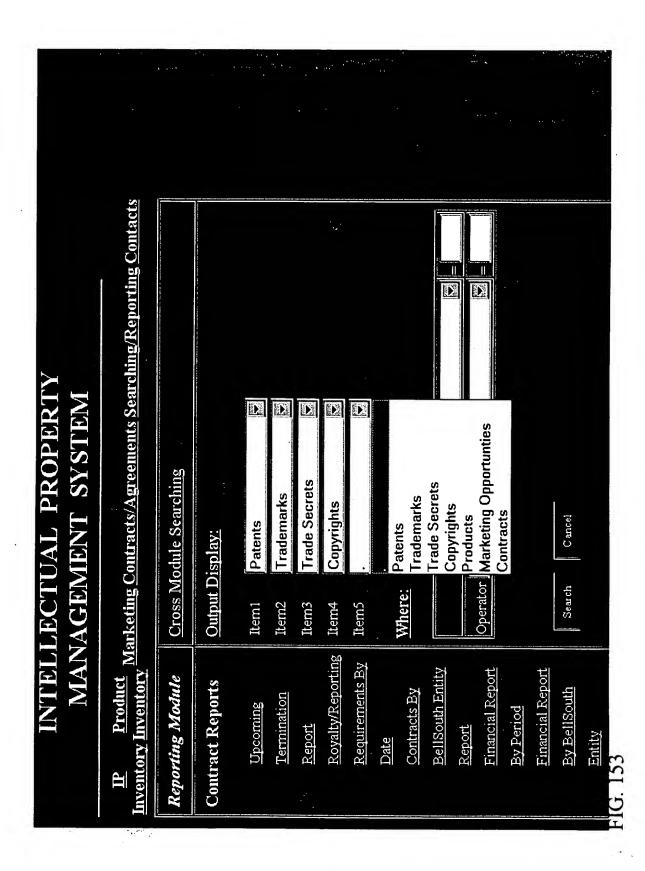
FIG. 15(

FIG. 15

## INTELLECTUAL PROPERTY MANAGEMIENT SYSTEM

| |<u>|</u> Operator and 🔀 Criteria 2 Cross Module Searching Criteria 1 Output Display: Search Where: Item2 Item3 Item4 Item5 Item1 Royalty/Reporting Requirements By BellSouth Entity Financial Report Financial Report Reporting Module Contract Reports Contracts By By BellSouth **Termination** Upcoming By Period ReportReport Entity Date

FIG. 152



# INTELLECTUAL PROPERTY MANAGEMENT SYSTEM

<u>Product</u> Marketing Contracts/Agreements Searching/Reporting Contacts Trademark Application # **BellSouth Business Unit** Trademark Docket # Trade Secret Name Trademark Name Copyright Name Patent Docket # BellSouth Entity **Product Name** Patent App# Operator and 🔀 Criteria 2 Cross Module Searching Criteria 1 **Frade Secrets Trademarks** Copyrights Products Cancel Patents Output Display: Item2 Search Where: Item3 Item4 **Item**5 Item1 Royalty/Reporting Requirements By BellSouth Entity Financial Report Financial Report Reporting Module Contract Reports Upcoming By BellSouth Contracts By Termination By Period Report Report Entity Date

FIG. 154

### <u>Product Marketing Contracts/Agreements Searching/Reporting Contacts</u> Criteria 📗 BellSouth Business Unit 🗐 📙 Trademark Application # 🗷 BellSouth Business Unit Frademark Docket # **Frade Secret Name** Opportunity Name Agreement Name Agreement Type Copyright Name BellSouth Entity Product Name INTELLECTUAL PROPERTY MANAGEMENT SYSTEM Contacts Operator and Coniteria 2 Cross Module Searching rade Secrets rademarks Copyrights Products Patents Output Display: Search Where: Item2 Item3 Item4 **Item5** Item1 Royalty/Reporting Requirements By BellSouth Entity Financial Report Financial Report Reporting Module Contract Reports By BellSouth Contracts By Termination Upcoming By Period Report Report Entity Date

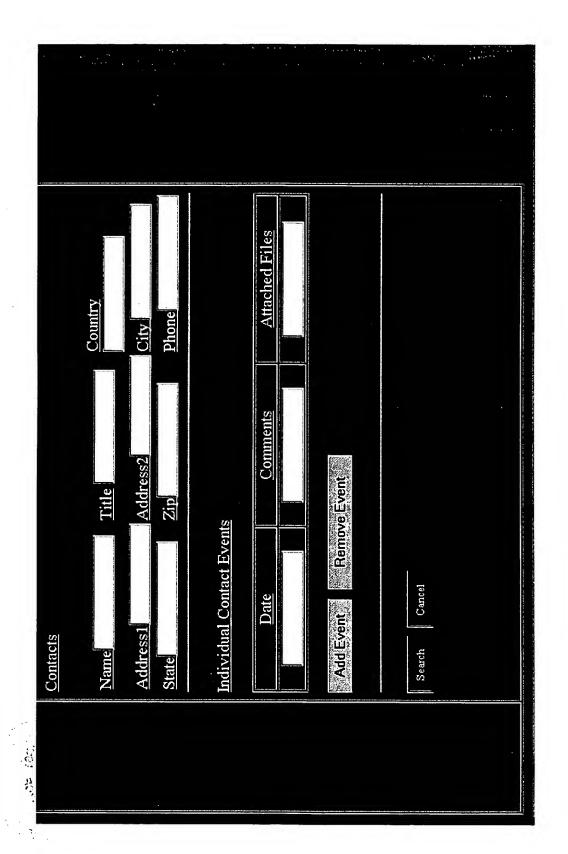
FIG. 155

	No. 20 an	a, are two			$\phi_{N}^{(i)}$ .						. , ,						
SYSTEM	ts												· · · · ·				
TUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts			Customer Data	[		, , , , , , , , , , , , , , , , , , ,	<u>Fattes</u> Pose	Data								
JAL PROPERTY	keting Contracts/Agreement	Cross Module Searching	Marketing	<u>Name</u> Data		Contracts	Nome	Dete	Dala						••		
	$rac{IP}{Inventory} rac{Product}{Inventory} rac{Mar}{Inventory}$	Reporting Module	Contract Reports	<u>Upcoming Termination</u>	Report	Royalty/Reporting	Requirements By Date	Contracts By BellSouth	Entity Report	Financial Report By	Period	Financial Report By	BellSouth Entity	Action Report	Party Report	Standard Project	Top Deals

FIG. 156

CTUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts	ew/Edit Contact	Search for Contact	Add Contact	
INTROPPECT	Tentory Inventory Management	View/	View/Edit Sear		

ENT SYSTEM	ig Contacts						Files		
TUAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts						Comments Attached Files		
JAL PROPERT	keting Contracts/Agree	Search for Contacts	Vame	Sub-entity			Date Com	rt Remove Event	
INTERPRECENT		Search f	E Company Name	BêllSouth Sub-entity	Type N/A	Events	Ĭ	Add Event	Contacts
GRINI	Product Inventory		Create Contacts	View/Edit Contacts					



YSTEM				
AIBNT S	ting Contacts		<u>Phone</u> Data	
NAGEN	ching/Repor		Type Data Title Data	
UAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts	<u>acts</u>	BellSouth Sub-entity  Data  Name  Data	
		Search for Contacts	Company Name Data	and the second s
INTERLIECT	IP Product Inventory		Create Contacts View/Edit Contacts	

EM			la statijil Statistica Statistica				
YSTI							
JAL PROPERTY MANAGEMENT SYSTEM	Marketing Contracts/Agreements Searching/Reporting Contacts		Country USA  City New York Phone 201-596-8000			Attached Files presentation.doc	
OPERTY MAI	acts/Agreements Searc	al Contact	Title Associate  Address2  Zip 07000	-	ents	Comments   Meeting with Tom	
ECTUAL PR		View/Edit Individual Contact	Name Carter Pate Address1 123 Smith Ave. State NJ		Individual Contact Events	<u>Date</u> 2/20/2000	រុស ជ
INTELLECT	Inventory Inventory		Create Contacts View/Edit Contacts				

INTEE	INTELLECTUAL PR	PROPERTY MANAGEMENT SYSTEM	AGEMENT ST	YSTEM
IP Pro Inventory Inve	Product Marketing Cont	Marketing Contracts/Agreements Searching/Reporting Contacts	ig/Reporting Contacts	
	Add/Edit Individua	dividual Contact		
Create Contacts	Name	Title	Country	
Vontacts Contacts	Address1 State	Address2 Zip	City Phone	
	Individual Contact Events	. <u>S</u>		
	Date	Comments	Attached Files	
	Add Event	Remove Event		
	Submit Cancel			

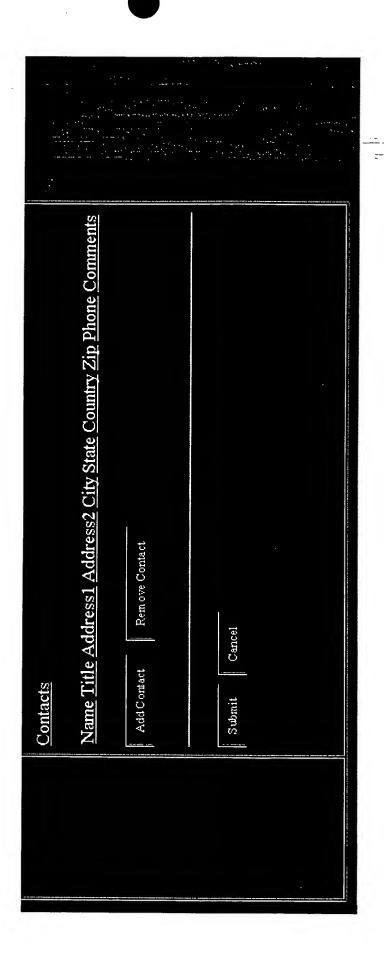
FIG. 162

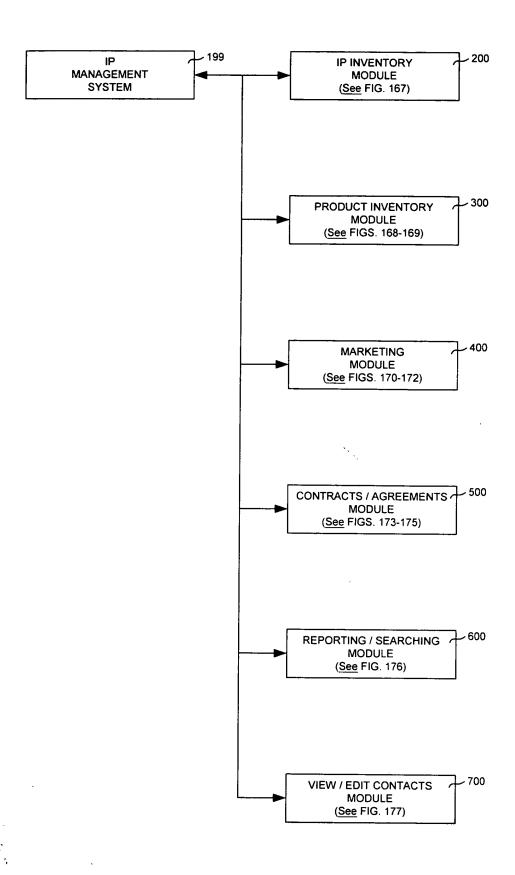
						<u> </u>	Š.			
£M						A Comment	en in the second		artistic (Company)	
ST							•••			
PROPERTY MANAGEMENT SYSTEM	ting Contracts/Agreements Searching/Reporting Contacts						Attached Files		State Country Zip Phone Comments	• • • • • • • • • • • • • • • • • • • •
OPERTY MAN	acts/Agreements Searc		my Name	ntity			Comments		Address2 City State Cour	
$\exists$	uct tory Marketing Contr	View Contact	Company Name Company Name	BellSouth Sub-entity Entity	Type IP Group	Events	<u>Date</u>	Contacts	Name Title Address1	1 Po Et
INTERLIBETUA	Product   Market   Market		Create Contacts	View/Edit Contacts						

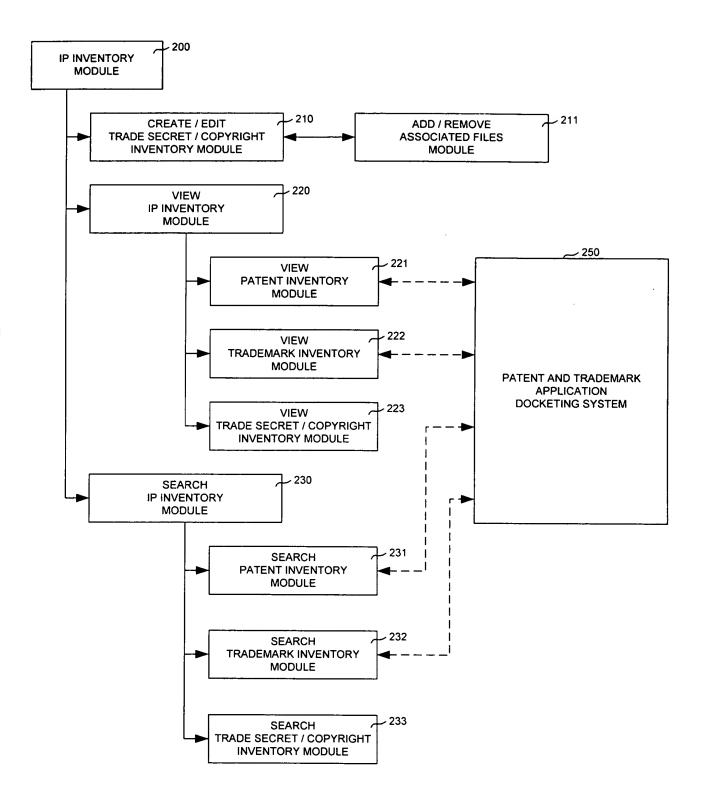
FIG. 163

INTELLECTUA	1	PERTY MAN	PROPERTY MANAGEMENT SYSTEM	STIBM
Troduct Inventory	Market	cts/Agreements Searchi	ting Contracts/Agreements Searching/Reporting Contacts	
	Add/Edit Contact			an again , an ag an again an again
Create Contacts	Company Name			Section 1986 Section 1986 Section 1986 Section 1986
View/Edit Contacts	BellSouth Sub-entity			Carlos San San San San San San San San
	Type IP Group			anne (1) (1) (2) (3) (2) (3) (4) (3) (4) (4) (4) (4) (4) (4) (4) (5) (4) (4) (4)
	Events			e de la companya de l
	Date	Comments	Attached Files	esse se encontraction of the many settings.
	AddlEvent	Remove Event		And Section 1997
	Contacts			

FIG. 164







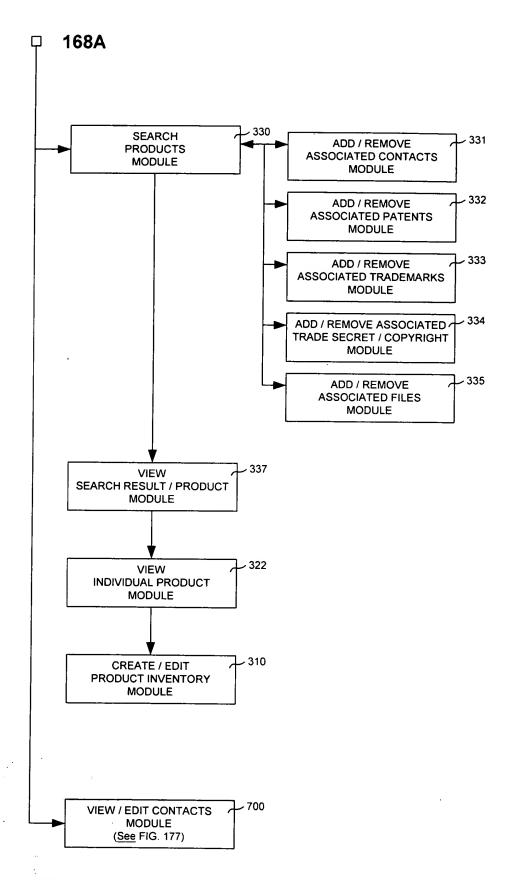


FIG. 169

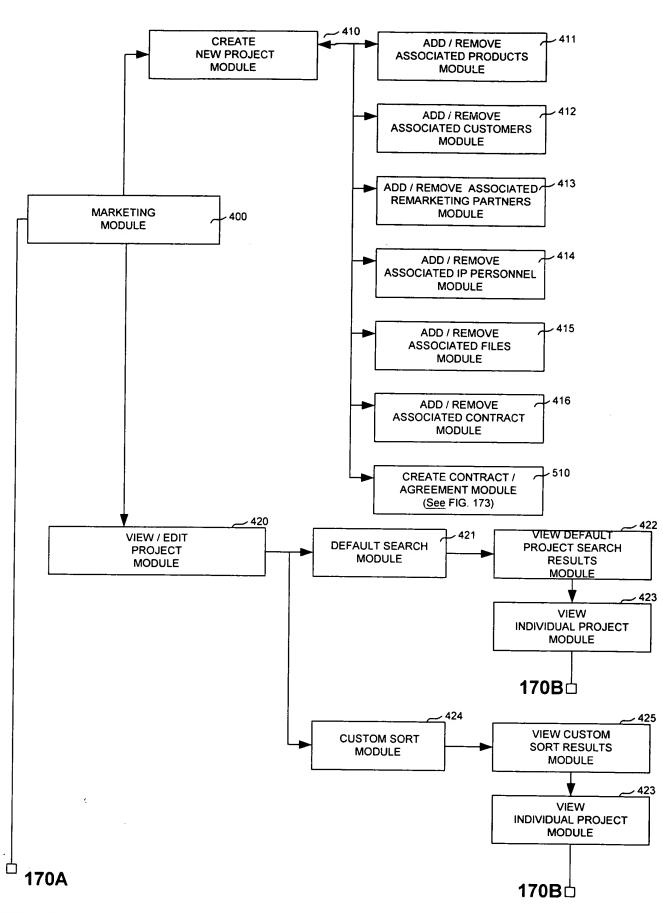


FIG. 170

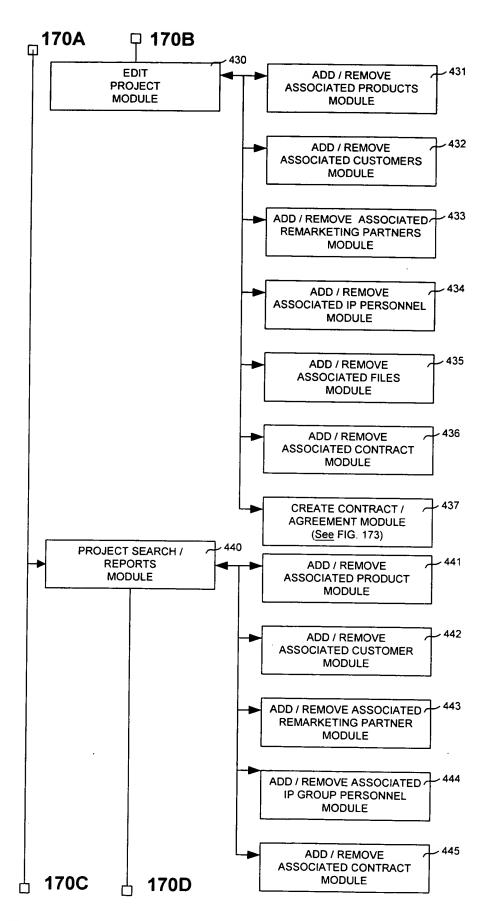
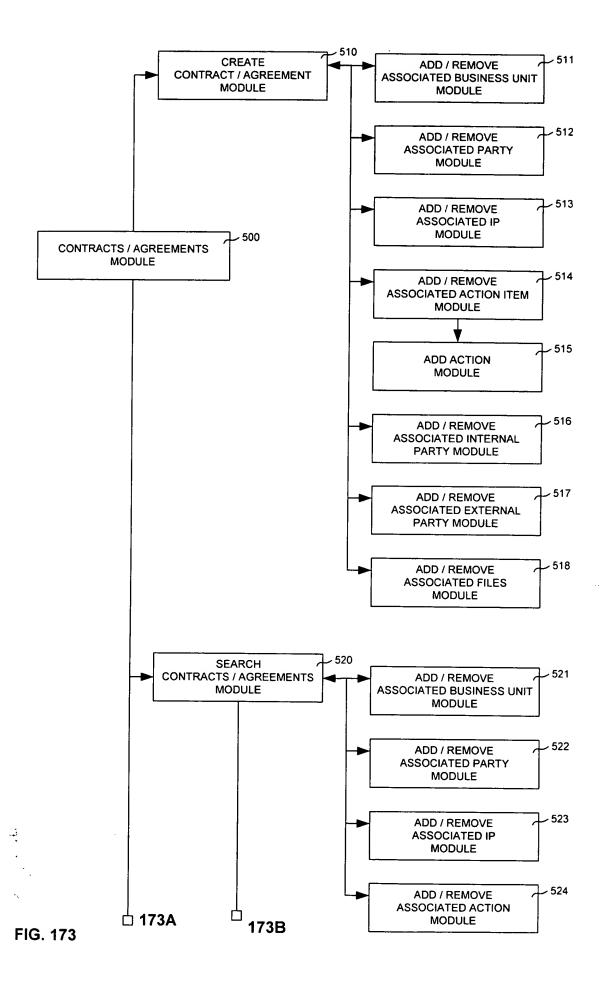


FIG. 171



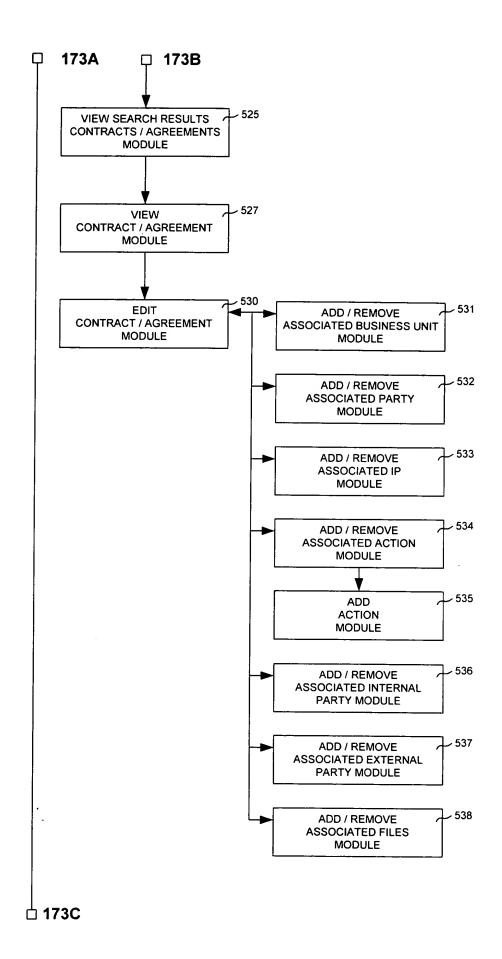
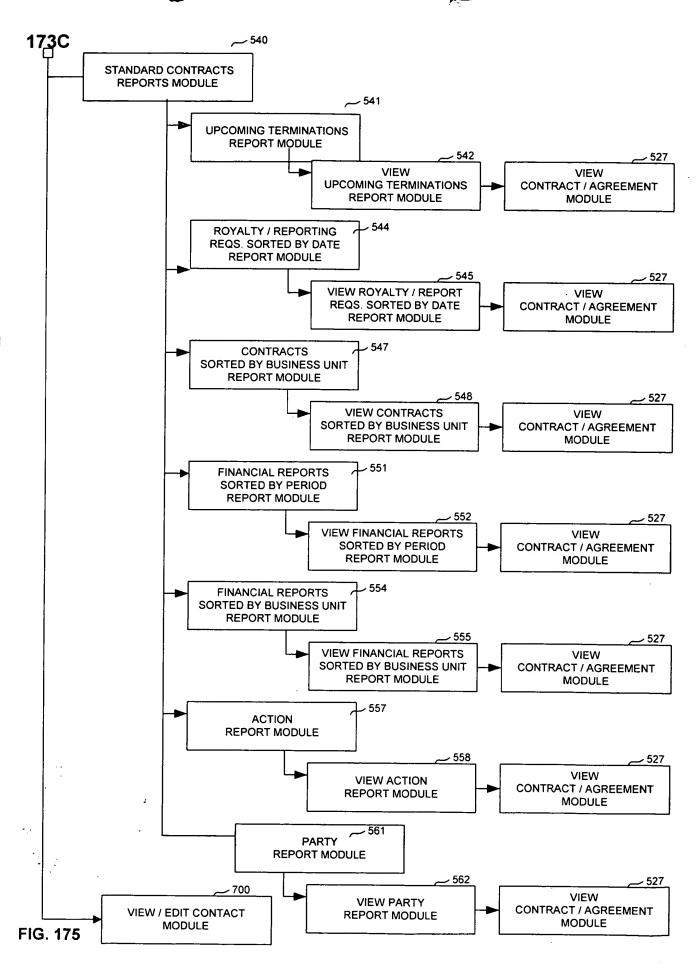


FIG. 174



DS/SOISH DHISOI

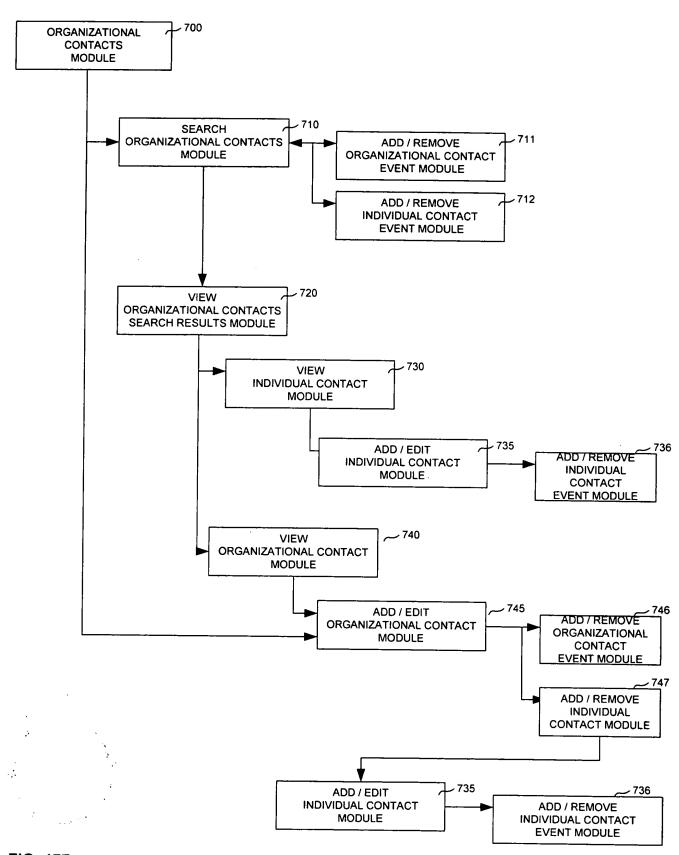
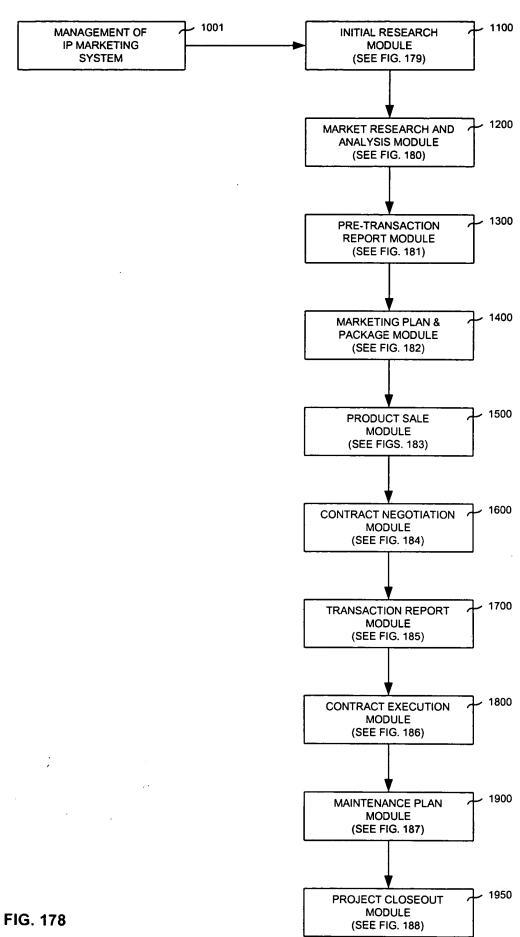


FIG. 177



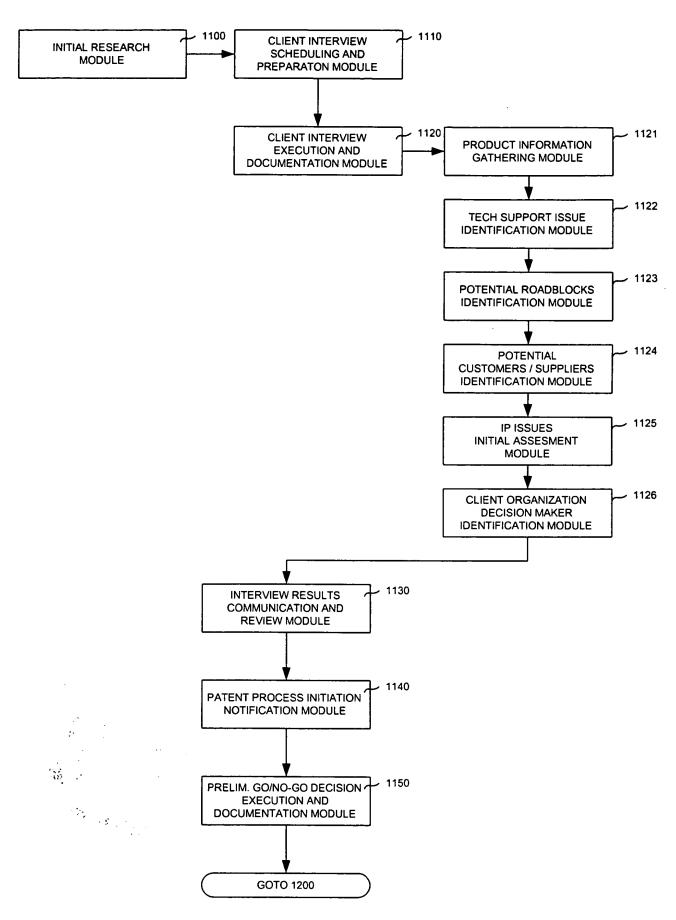
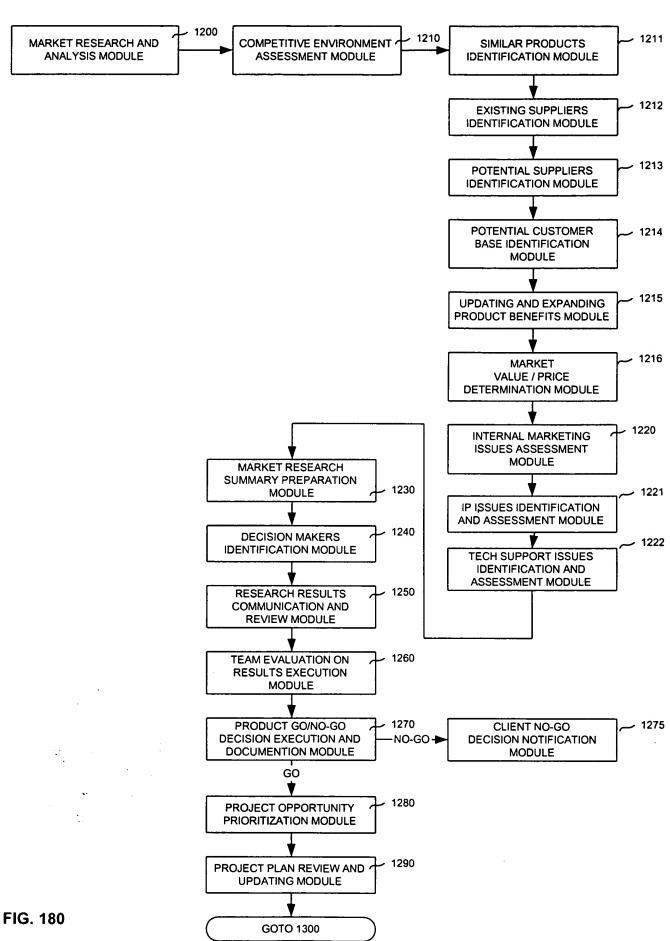
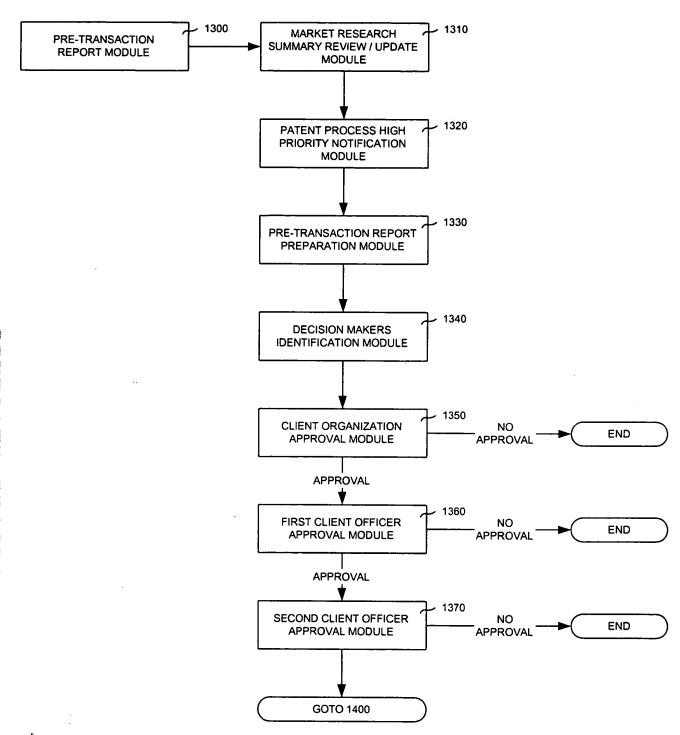
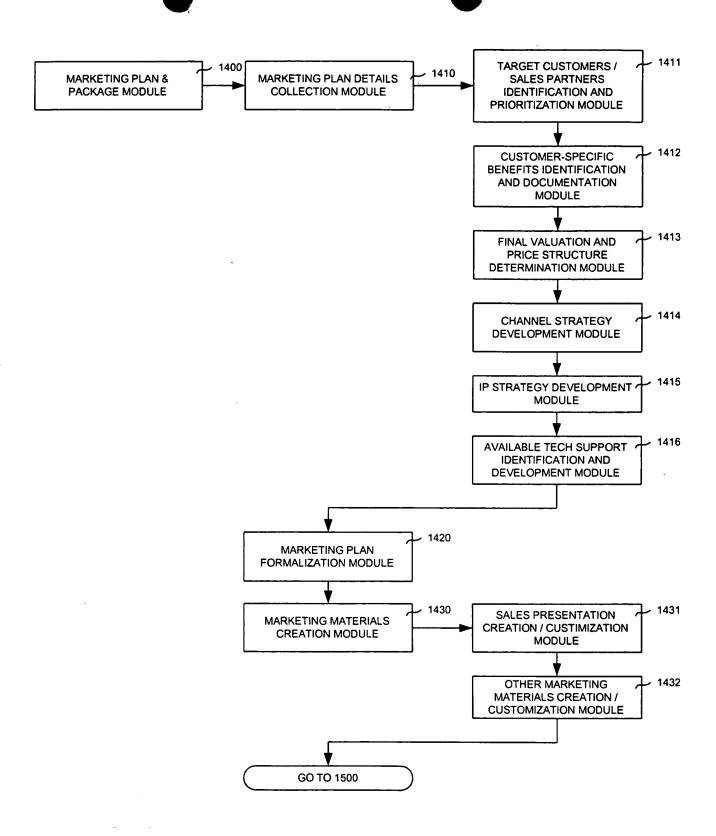
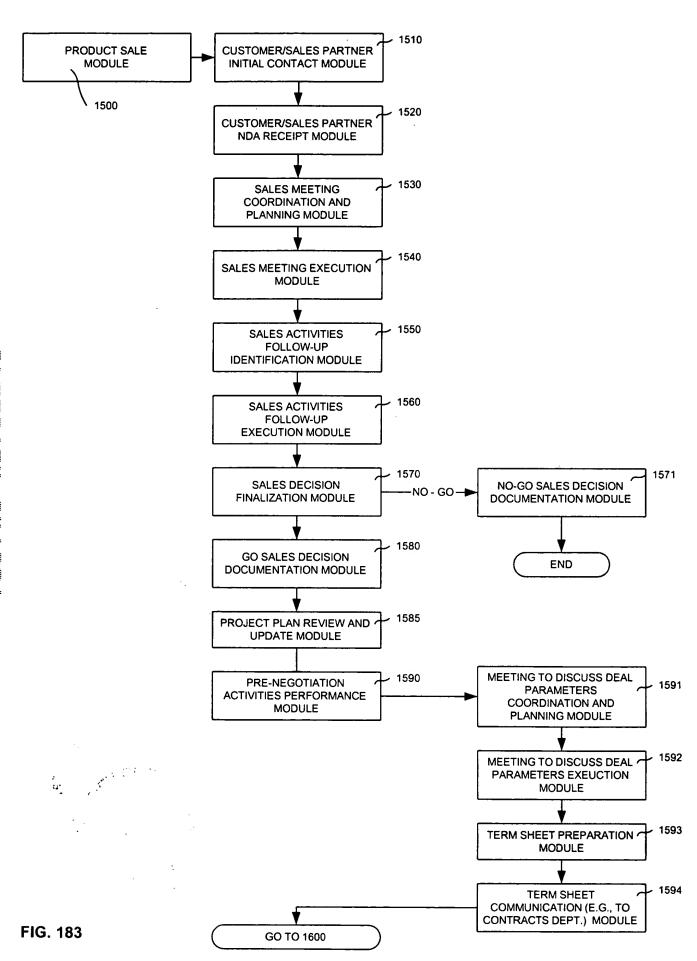


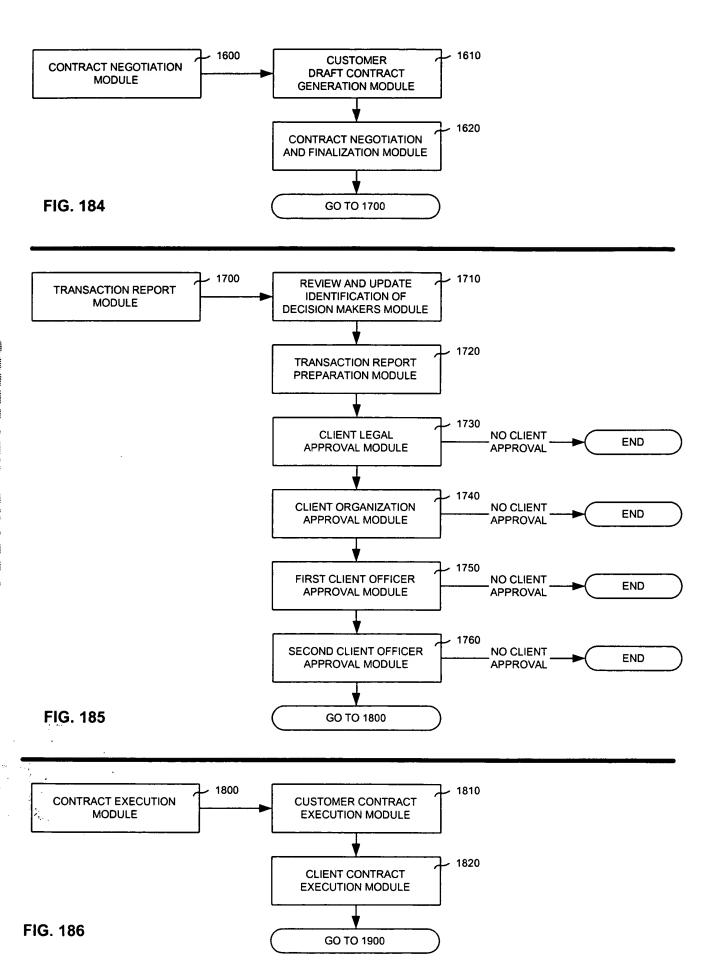
FIG. 179

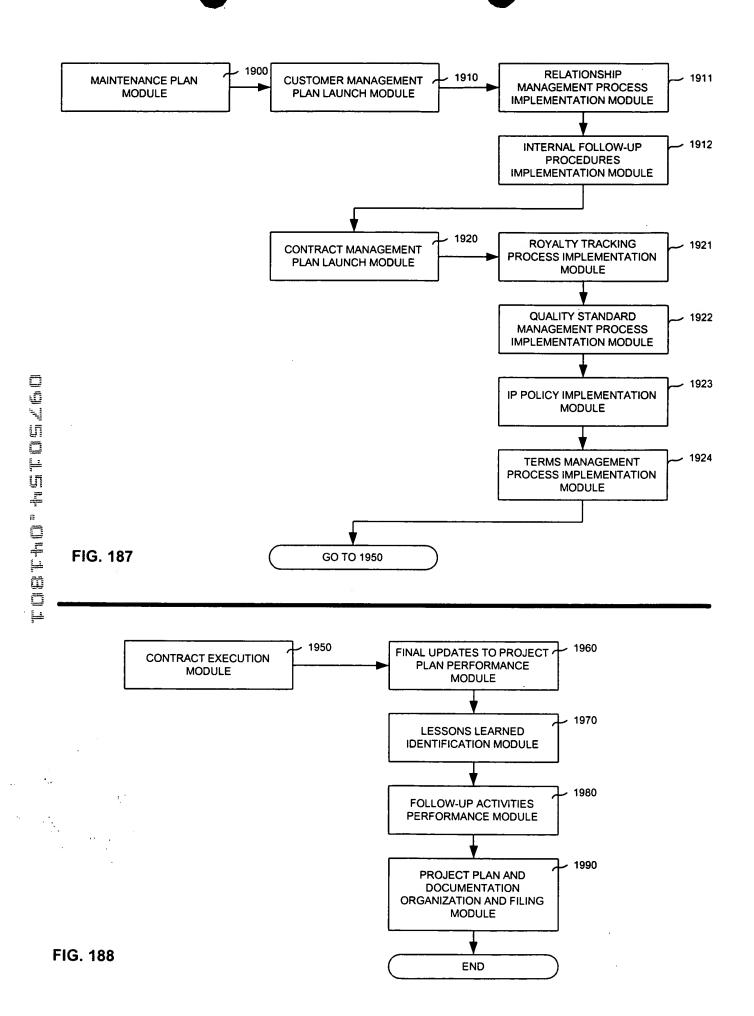












i

Page 2 of 2 : 5-1 Sell product
 At this point, duplicate project plan for each target customer for the specified product.
 68 Close out project
 Project may potentially end any one of several points within project plan. Must complete close out tasks at where ever project end falls within project plan. Project Template Project Plan Project Template, Draft - Mon 3/27/00 FIG. 190

· .

2	D	WBS	Task Name	Duration	Start	Finish Pred	Succ	% Comp	Del	Del <sub>1</sub> , Resources
-		<u>-</u>	Conduct initial research	5 days	Mon 1/3/00	Frl 1/7/00		%0	Š	No Product Mgr
2		1.1	Schedule & prepare for client interview	1 day	Mon 1/3/00	Mon 1/3/00	9	%0	ટ્ટ	No Product Mgr
6	<b>3</b>	1.2	Conduct & document client interview	1 day	Tue 1/4/00	Tue 1/4/00 2	10,11	%0	ş	No Product Mgr
4	<b>6</b>	1.2.1	Gather product Information	1 day	Tue 1/4/00	Tue 1/4/00		%0	ş	No Product Mgr
6	•	122	ID tech support issues	1 day	Tue 1/4/00	Tue 1/4/00		%o	ટ્ટ	No Product Mgr
		1.2.3	ID potential roadblocks	1 day	Tue 1/4/00	Tue 1/4/00		%0	ટ	No Product Mgr
7		1.2.4	ID potential customers/suppliers	1 day	Tue 1/4/00	Tue 1/4/00		%0	ž	No Product Mgr
	1	1.2.5	Perform Initial assessment of IP issues	1 day	Tue 1/4/00	Tue 1/4/00		%0	2	No Product Mgr
0	1	1.2.6	ID client organization decision makers	tep 1.	Tue 1/4/00	Tue 1/4/00		%0	2	No Product Mgr
9		1.3	Communicate and review interview results	2 days	Wed 1/5/00	Thu 1/6/00 3	12	<b>%</b> 0	2	No Product Mgr
=	•	4.1	Notify / PMAA/to begin patent process	1 day	Wed 1/5/00	Wed 1/5/00 3		<b>%</b> 0	Yes	Yes Product Mgr
27	1	1.5	Make & document prelim gomo-go decision	1 day	Frt 1/7/00	Fri 1/7/00 10	25,14,21	%0	Yes	Yes Product Mgr
2		2	2 Conduct market research and analysis	10 days	Mon 1/10/00	Frl 1/21/00		%0	ž	No Mktg Analyst
2	<b>3</b>	2.1	Assess competitive environment	4 days	Mon 1/10/00	Thu 1/13/00 12	24	%0	2	No Mktg Analyst
2	<u> </u>	2.1.1	ID similar products .	4 days	Mon 1/10/00	Thu 1/13/00		%0	2	Mktg Analyst
92		2.1.2	ID existing suppliers	4 days	Mon 1/10/00	Thu 1/13/00		*	2	Mktg Analyst
₽		2.1.3	· ID potential suppliers	4 days	Mon 1/10/00	Thu 1/13/00		%	2	Mktg Analyst
<u>6</u>		2.1.4	1D potential customer base	4 days	Mon 1/10/00	Thu 1/13/00	4	<b>%</b> 0	2	Mktg Analyst
2		2.1.5	Update & expand product benefits	4 days	Mon 1/10/00	Thu 1/13/00		*0	2	Mktg Analyst
8	-	2.1.6	Determine market value/price	4 days	Mon 1/10/00	Thu 1/13/00		*0	2	Mktg Analyst
2	•	2.2	Assess Internal marketing lesues	4 days	Mon 1/10/00	Thu 1/13/00 12	7	*0	2	Product Mgr
Z	1	22.1	ID & assess IP issues	4 days	Mon 1/10/00	Thu 1/13/00		<b>%</b> 0	8	No Product Mgr
ន		222	ID & assess tech support issues	4 days	Mon 1/10/00	Thu 1/13/00		%	2	No Product Mgr

1	One         VMBS         Task Name         Finish         Fragora market research summary         1 day         Fin 114400         Fin 114400         Fin 114000         14.21         286         95           2.2         Communication and wave research search         1 day         Mon 117000         14.21         2.8         0 NA           2.2         Communication and wave research results         2 days         Mon 117000         14.21         2.8         0 NA           3.2         Conduct barm evaluation on results         1 day         Wed 11800         17.21         10.23         2.7         0 NA           3.2         Privilities a food post post post bard of no conducting on post decision         1 day         Wed 11800         17.1100         2.8         2.8         0 NA           3.2         Production and post post post post post post post post		8.			Project T	Project Template Project Plan	'lan					
(%)         2.3         Program market research earmany         1 day         Fft 11/400         Fft 11/400         14,21         28         0%         Yes           (%)         2.4         10 decidion maken         1 day         Mon 1/1000         10,2         26         0%         Yes           (%)         2.5         Communicate and review research results         2 days         Mon 1/1700         10,2         28,30         0%         Yes           (%)         2.7         Monta Tourist         2 days         Mon 1/1700         Tou 1/2000         27,3         28,3         0%         Yes           (%)         2.2         Privative product gonds opportunity or notify client of no 1         1 day         Fft 1/2100         Fft 1/2100         27,3         28,3         0%         Yes           (%)         2.2         Privative product gond opportunity or notify client of notify clie	1 day   Mon 1/1/2000   14,21   26   0% Yes   Width Assation makers   1 day   Mon 1/1/2000   12   26   0% Yes   Product A unique and review research results   1 day   Wed 1/1/2000   Thu 1/2000   27   28,30   0% Yes   Product A wild Assation results   1 day   Wed 1/1/2000   Thu 1/2000   27   28,30   0% Yes   Product A wild Assation results   1 day   Wed 1/1/2000   Thu 1/2000   27   28,30   0% Yes   Product A wild Assation results   1 day   Thu 1/2000   Thu 1/2000   28   41,34,35,22,34,4 O%   Yes   Product A wild Assation results   1 day   Mon 1/24/00   Fri 1/21/00   28   41,34,35,22,34,4 O%   Yes   Product A wild Assation results   1 day   Mon 1/24/00   Fri 1/21/00   28   41,34,35,22,34,4 O%   Yes   Product A wild a market research summary   1 day   Mon 1/24/00   Fri 1/24/00   28   39   0%   Yes   Product A wild a market research summary   1 day   Mon 1/24/00   Mon 1/24/00   28   39   0%   Yes   Product A wild a market research summary   1 day   Mon 1/24/00   Fri 1/24/00   28   39   0%   Yes   Product A wild a market research summary   1 day   Mon 1/24/00   Fri 1/24/00   29   39   0%   Yes   Product A wild a market research summary   1 day   Mon 1/24/00   Fri 1/24/00   29   39   0%   Yes   Product A wild a market research summary   1 day   Mon 1/24/00   Fri 1/28/00   39   39   0%   Yes   Product A wild a product A government approved   1 day   Mon 1/24/00   Fri 1/28/00   39   39   0%   Yes   Product A wild a wild a wild a product A wild a product A wild a product A wild a wil		0	WBS	Task Name	Duration	Start	Finish	Pred	 Suc	% Comp	8	Resources
(%)         2.4         ID decision maken         1 fay         Mon 171000         16.25         27         0%         Ves           2.5         Communicate and review research results         1 day         Weed 171000         Tue 171800         24.25         27         0%         No           (%)         2.7         Make & Comment product garlo go decision         1 day         Weed 171800         17         20.30         0%         No           (%)         2.7         Make & Comment product garlo go decision         1 day         Weed 171800         17         20.30         0%         No           (%)         2.7         Prioritiza project opportunity or notify dient of no ceasure.         1 day         Weet 172100         27         12.10.00         27         12.30.30.30.20.30.         0%         No           (%)         2.3         Prioritiza project opportunity or notify dient of no ceasure armany         1 day         Mon 172400         12.10.00         22.20         0%         No           (%)         3.1         Review update project plant of priority and market research armany         1 day         Mon 172400         28         3.10.00         0%         No           (%)         3.2         Review by project plant of a prioring and project plant of a prioring and projec	tiston makers  1 day  Non 1/1/100  Non 1/1/1		包	2.3		1 day	Fri 1/14/00	Fr 1/14/00	14,21	28	*	Yes	Mktg Analyst
2.5         Communication and review research results         2 days         Mon 117700         Tus 11800         24.25         27         0%         No           ©         2.6         Conduct lasm evaluation on results         1 day         Weed 11900         Weed 11900         28         23         0%         No           ©         2.7         Make & Comment product going op decision         1 day         Thu 12000         Thu 12000         27         29.30         0%         No           ©         2.3         Prioritiza project opportunity or neitly dilant of no objection         1 day         Thu 12000         Thu 12000         27         29.30         0%         Yes           ©         2.3         Prioritiza project opportunity or neitly dilant of no objection         1 day         Mon 12400         Mon 12400         28         41.34.38.32.33.4 c/s         0%         Yes           ©         3.1         Review update project opportunity or neitly dilant of no objection         1 day         Mon 12400         Mon 12400         28         41.34.38.32.33.4 c/s         0%         Yes           ©         3.2         Review update project opportunity or neitly dilant of no objection         1 day         Mon 12400         Mon 12400         28         41.24.38.32.33.4 c/s         0% <th< td=""><td>of channel and review research results         2 days         Mon 1/17/00         The 1/16/00 24/25         27         OK         No         Mittg Analy A</td><td>_</td><td>1</td><td>2.4</td><td></td><td>1 day</td><td>Mon 1/10/00</td><td>Mon 1/10/00</td><td>5</td><td>28</td><td>š</td><td><b>%</b></td><td>Product Mgr</td></th<>	of channel and review research results         2 days         Mon 1/17/00         The 1/16/00 24/25         27         OK         No         Mittg Analy A	_	1	2.4		1 day	Mon 1/10/00	Mon 1/10/00	5	28	š	<b>%</b>	Product Mgr
© 1.8         Conduct learn evaluation on results         1 day         Whed 1/1800         Whed 1/1800         23         28         0 NA         7 Na           © 2.7         Make & document product going go decision         1 day         Fri 1/21/00         Thu 1/20/00         27         28.30         0 NA         7 vas           © 2.8         Princitisa project opportunity or notify client of no.         1 day         Fri 1/21/00         Fri 1/21/00         28         41,34,35,32,33,4         0%         7 vas           © 2.8         Princitisa project plan         1 day         Fri 1/21/00         Fri 1/21/00         28         41,34,35,32,33,4         0%         7 vas           © 2.9         Propriet and approved pre-transaction report (PTR)         1 day         Mon 1/24/00         Fri 1/21/00         29         41,34,35,32,33,4         0%         7 vas           © 3.1         Roughlet project plan         1 day         Mon 1/24/00         Fri 1/21/00         29         41,34,35,32,33,4         0%         7 vas           © 3.1         Roughlet project plan         Propriet and approve pre-transaction report (PTR)         1 day         Mon 1/24/00         Fri 1/21/00         29         36         7 vas           © 3.2         Notify (PAPAPAPAPAPAPAPAPAPAPAPAPAPAPAPAPAPAPA	t department product going going decision 1 day Wed 118000 17 29.30 0% Yes Product h 6 document product going going decision 1 day Fri 12100 17 12100 17 29.30 0% Yes Product h 1 day Fri 12100 17 12100	92	·	2.6		2 days	Mon 1/17/00	Tue 1/18/00	24,25	27	š	ટ્ટ	Mktg Analyst
(a)         2.7         Make & document product going decision         1 day         Thu 1/20/10         Fri 1/21/10         28         41,34,38,32,33,4         0%         1 vas           2.9         Princitize project opportunity or notify disnit of no or object opportunity or notify disnit of notify disnit of notify disnit of notify disnit or notify disnit of notify disnit or notify disnit disnit or notify	t decument product gorbo go decision 1 day Thu 1/20/00 Thu 1/20/00 28 41,34,35,32,34 OK Yes Product Melant product gorbo go decision 1 day Eri 1/21/00 Eri 1/21/00 28 41,34,35,32,33,4 OK Yes Product Melant approve pre-transaction report (PTR) 15 days High Information approval 1 day Mon 1/24/00 Mon 1/24/00 29 36 OK Yes Product Melant plan for a product makers 1 day Mon 1/24/00 Fri 1/21/00 29 36 OK Yes Product Melant plan for a product makers 1 day Mon 1/24/00 Fri 1/21/00 29 36 OK Yes Product Melant plan for a product makers 1 day Mon 1/24/00 Fri 1/21/00 29 36 OK Yes Product Melant plan for a product makers 1 day Mon 1/24/00 Fri 1/21/00 29 36 OK Yes Product Melant plan for a product makers 1 day Mon 1/24/00 Fri 1/21/00 29 36 OK Yes Product Melant plan for a package 15 days Mon 1/24/00 Fri 1/22/00 29 36 OK Yes Mittg/Sale Melant plan for a package 15 days Mon 1/24/00 Fri 1/22/00 29 37 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 16,29 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale for a product makers 15 days Mon 1/24/00 Fri 1/22/00 OK Yes Mittg/Sale Nelson 1/24/00	<u></u>		2.6		1 day	Wed 1/19/00	Wed 1/19/00	28	28	8	ટ્ટ	Product Mgr
2.8   Prioritiza project opportunity or notity client of no 1 day   Fri 1/21/00   Fri 1/21/00   28   41,34,35,32,33,4   0%   Vestigate project plan   1 day   Fri 1/21/00   Fri 1/21/00   28   41,34,35,32,33,4   0%   Vestigate project plan report (PTR)   15 daya   Mon 1/24/00   Mon 1/24/00   Mon 1/24/00   0%   Vestigate project project plan report (PTR)   15 daya   Mon 1/24/00   Mon 1/24/00   Mon 1/24/00   0%   Vestigate project market research summany   1 day   Mon 1/24/00   Mon 1/24/00   33   Mon 1/24/00   Mon 1/24/00   34   37   0%   Vestigate project market research summany   1 day   Mon 1/24/00   Mon 1/24/00   34   37   0%   Vestigate project market research summany   1 day   Mon 1/24/00   Mon 1/24/00   34   37   0%   Vestigate project market research summany   15 daya   Mon 1/24/00   Fri 1/28/00   38   38   0%   Vestigate project benefits   5 daya   Mon 1/24/00   Fri 1/28/00   18,29   0%   Vestigate project customer(s) saids   5 daya   Mon 1/24/00   Fri 1/28/00   18,29   0%   Vestigate profession details   5 daya   Mon 1/24/00   Fri 1/28/00   0%   Vestigate profession project customer(s) saids   Mon 1/24/00   Fri 1/28/00   0%   Vestigate profession project project customer(s) saids   Mon 1/24/00   Fri 1/28/00   0%   Vestigate profession project	the periodic opportunity or notify client of no 1 day Fri 12100 En 1124100 28 41,34,35,32,33,4 0% Yes Product In day Fri 12100 En 121100 28 61,34,35,32,33,4 0% Yes Product In day Mon 12400 Fri 121100 28 0% Yes Product In day Mon 12400 Mon 12400 En 12400 E	<del>-</del>	•	2.7		1 day	Thu 1/20/00	Thu 1/20/00	27	29,30	8	<b>%</b>	Product Mgr
2.0 Review & update project plan 1 day Fri 1/21/00 Fri 1/21/00 28 0% Yes No Complete and approve pre-transaction report (PTR) 16 days Mon 1/24/00 Mon 1/24/00 29 0% Yes No Complete and approve pre-transaction report (PTR) 16 days Mon 1/24/00 Mon 1/24/00 29 0% Yes No Complete and approve patent 1 day Mon 1/24/00 Mon 1/24/00 29 0% Yes No Complete and artest research and makers 1 day Mon 1/24/00 Fri 1/22/00 29 0% Yes No Complete Development approval 4 days Mon 1/24/00 Fri 1/22/00 36 38 0% Yes No Complete Development approval 3 days Fri 24/00 Thu 2/20/0 36 38 0% Yes No Complete Development approval 5 days Mon 1/24/00 Fri 1/22/00 29 0% Yes No Complete Development approval 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Development approval 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Determine final valuation & protection of the development approval 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Determine final valuation & protection of the develop partial plan details S days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Determine final valuation & protection of the develop partial plan details bed autoport 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Determine final valuation & protection of the develop partial plan details bed autoport 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Determine final valuation & protection of the develop partial plan details bed autoport 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Determine final valuation & protection of the develop partial plan details bed autoport 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Determine final valuation & protection of the develop partial plan details bed autoport 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Partial plan details bed autoport 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Develop Partial plan details bed autoport 5 days Mon 1/24/00 Fri 1/22/00 0% Yes No Complete Develop Develop Develop Develop Develop Develop Develop Develop Develo	4 update project plan         1 day         Fri 1/21/00         Fri 1/21/00         Fri 1/21/00         28         0%         Yes         Product In Product In		1	2.8		1 day	Fr 1/21/00	Fr 1/21/00	28	41,34,35,32,33,4	%0	¥ 8	Product Mgr
(a)         3.1         Review/update and approve pre-transaction report (PTR)         16 days         Mon 124/00         FH 2/11/00         0%         No.           (a)         3.1         Review/update market research summany         1 day         Mon 124/00         Amn 124/00         23         0 %         No.           (a)         3.3         Prepare FTR         6 days         Mon 124/00         FH 128/00         39         0 %         Yes           (a)         3.3         Prepare FTR         6 days         Mon 124/00         FH 128/00         39         0 %         Yes           (a)         3.3         Prepare FTR         6 days         Mon 124/00         FH 128/00         39         0 %         Yes           (a)         3.5         Gain client organization approval         4 days         Mon 124/00         Thu 2/3/00         34         37         0 %         Yes           (a)         3.5         Gain VP Croporate Development approval         4 days         Mon 124/00         Thu 2/3/00         34         35         7         Yes           (a)         4         Develop marketing plan & package         16 days         Mon 124/00         Fri 1/28/00         4 T 1/28/00         1/24/00         1/24/00         1/24/00	1 day   Mon 1/24/00   Fri 1/24/00   Pri 2/4/00   Pri 2/4/00   Product Mon 1/24/00   Pr	-		2.9		1 day	Frt 1/21/00	Frl 1/21/00	28		<b>%</b> 0	\$ *	Product Mgr
3.1   Review/update market rasearch summary   1 day   Mon 1/24/00   Mon 1/24/00   29   0%   Veal   Notify / PAZAYOf potential sale/move patent   1 day   Mon 1/24/00   Rf 1/28/00   29   38   0%   Veal   Veal   Notify / PAZAYOf potential sale/move patent   1 day   Mon 1/24/00   Rf 1/28/00   29   38   0%   Veal   Veal   Notify / Research sun high protorial paperoval   1 day   Mon 1/24/00   Rf 1/28/00   34   37   0%   Veal   Veal   Notify / Research sun high protorial paperoval   3 days   Rf 1/24/00   Rf 1/28/00   36   38   38   0%   Veal   Veal   Notify / Research sun high protorial paperoval   3 days   Rf 1/24/00   Rf 1/28/00   Rf 1/2	Amon 124/00         Mon 124/00         Mon 124/00         Mon 124/00         29         0%         Yes         Mkg Andret Andre An	<del></del>		6	Complete and approve pro	15 days	Mon 1/24/00	Frd 2/11/00			%		Product Mgr
3.2   Notify /P7774Vof potential sale/move patent   1 day   Mon 1/24/100   28   38   0%   Vea   Vea   Notes at the high priority   Process at the high priority   1 day   Mon 1/24/100   Pri 1/24/100   34   37   0%   Vea   Vea   A   A   A   A   A   A   A   A   A	Fig. 20, 20, 20, 20, 20, 20, 20, 20, 20, 20,	<del></del>	<b>(9)</b>	3.1	Review/update market	1 day	Mon 1/24/00	Mon 1/24/00	29		<b>%</b>	* *	Mktg Analyst
(a)         3.3         Prepare PTR         5 days         Mon 1/24/100         Fri 1/24/10         78         78           (a)         3.4         ID decision makers         1 day         Mon 1/24/100         Thu 2/3/10         29         0%         Yes           3.5         Gain client organization approval         4 days         Mon 1/24/10         Thu 2/3/10         37         0%         Yes           4.1         3.7         Gain VP Corporate Development approval         3 days         Wed 2/8/10         Fri 2/4/10         Thu 2/3/10         38         0%         Yes           4.1         Develop marketing plan & package         16 days         Mon 1/24/10         Fri 1/10         37         52         0%         Yes           4.1.1         ID & povelop marketing plan & package         16 days         Mon 1/24/10         Fri 1/120/10         37         52         0%         Yes           4.1.1         ID & povelop marketing plan & package         5 days         Mon 1/24/10         Fri 1/120/10         29         47         0%         Yes           4.1.1         ID & document customer-podific banefils         5 days         Mon 1/24/10         Fri 1/28/10         10         West         Yes           4.1.2         Develop IP	Per			3.2	Notify //PM/AVof poter	1 day	Mon 1/24/00	Mon 1/24/00	29		×	2	Product Mgr
(a)         3.4         ID decision makers         1 day         Mon 1/24/00         Mon 1/24/00         29         0%         Yes           3.5         Gain client organization approval         4 days         Mon 1/24/00         Thu 2/3/00         34         0%         Yes           3.6         Gain VP Crocrorate Development approval         3 days         Wed 2/8/00         Fri 2/11/00         38         38         0%         Yes           4         Develop marketing plan & package         15 days         Mon 1/24/00         Fri 2/11/00         37         52         0%         Yes           4         Develop marketing plan & package         15 days         Mon 1/24/00         Fri 1/28/00         29         47         0%         Yes           4.1.1         ID & prioritize target customer(a)/sales         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.2         ID & document customer(a)/sales         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.3         Develop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.4         Develop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         <	1 day   Mon 1/24/00   Thu 2/3/00 34 37 0% Yes   Product Mon 1/24/00   Thu 2/3/00 34 37 0% Yes   Product Mon 1/24/00   Thu 2/3/00 36 38 0% Yes   Product Mon 1/24/00   Fri 2/11/00 37 52 0% Yes   Product Mon 1/24/00   Fri 2/11/00   Fri 1/28/00   Fri 1/28/	+		3.3		5 days	Mon 1/24/00	Fri 1/28/00	82	36	8	Ϋ́θ8	Product Mgr
3.5         Gain client organization approval         4 days         Mon 1/31/00         Thu 2/3/00         34         37         0%         Yes           3.6         Gain VP Corporate Development approval         3 days         Yed 29/00         Tue 2/8/00         36         38         0%         Yes           4         A Develop marketing plan & package         15 days         Won 1/24/00         Fri 2/1/00         37         52         0%         Yes           4.1.1         Develop marketing plan & package         15 days         Mon 1/24/00         Fri 2/1/00         29         47         0%         Yes           4.1.1         ID & prioritize target customer(s)sales         5 days         Mon 1/24/00         Fri 1/28/00         16,29         0%         Yes           4.1.2         ID & document customer-specific benefits         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.3         Determine final valuation & price structure         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.4         Develop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.5         Develop pratiable tech support         5 days         Mon 1/24/0	Fritzering plan & package	-	<b>(a)</b>	3.4		1 day	Mon 1/24/00	Mon 1/24/00	29		×	Yes	Product Mgr
3.6         Gain VP Corporate Development approval         3 days         Fri 24/100         Tue 2/8/00         38         38         0%         Yes           4         Develop marketing plan & package         15 days         Wed 2/8/00         Fri 2/11/00         37         52         0%         Yes           4.1.1         Develop marketing plan & package         16 days         Mon 1/24/00         Fri 2/11/00         0%         Yes           4.1.1         ID & promitize target customer(s)/sales         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.2         ID & document customer(s)/sales         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.3         Determine final valuation & price structure         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.4         Develop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.5         Develop Parallegy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.5         Develop parallebe tech support         5 days         Mon 1/24/00         Fri 1/28/00         0%         Wo	P Corporate Development approval         3 days         Fri 2/4/00         Tue 2/8/00         38         38         0%         Yes         Product M           P CIO approval         3 days         Wed 2/8/00         Fri 2/1/00         37         52         0%         Yes         Product M           Infecting plan & package         16 days         Mon 1/24/00         Fri 1/28/00         29         47         0%         Yes         Product M           A prioritize target customer(s)/sales         5 days         Mon 1/24/00         Fri 1/28/00         29         47         0%         Yes         Mktg/Sale           A document customer-specific benefits         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes         Mktg/Sale           Isemine final valuation & price structure         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes         Mktg/Sale           Velocy Channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes         No	<u> </u> _		3.5	Gain client organization	4 days	Mon 1/31/00	Thu 2/3/00	ಕ	37	%		Product Mgr
4.1.1         Develop marketing plan & package         15 days         Wed 2'B/00         Fri 2/11/00         37         52         0%         Yes           4.1.1         Develop marketing plan details         5 days         Mon 1/24/00         Fri 1/128/00         Fri 1/128/00         34         No           4.1.1         ID & prioritize target customer(s)/sales         5 days         Mon 1/24/00         Fri 1/128/00         18,28         0%         Yes           4.1.2         ID & document customer-epedific benefits         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes           4.1.4         Develop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes           4.1.5         Develop IP strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.5         Develop IP strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.5         Develop IP strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.6         ID & develop available tech aupport         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes <td>P CIO approval         3 days         Wed 2/9/00         Frt 2/11/00         37         52         0%         Yes         Product IN           marketing plan &amp; package         15 days         Mon 1/24/00         Frt 1/28/00         29         47         0%         No         No         Mktg/Sale           &amp; prioritize target customer(s)/sales         5 days         Mon 1/24/00         Frt 1/28/00         18,29         0%         Yes         Mktg/Sale           &amp; document customer-specific benefits         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes         Mktg/Sale           lemmine final valuation &amp; price structure         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes         Mktg/Sale           velop channel strategy         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes         Mktg/Sale           &amp; develop available tach support         5 days         Mon 1/24/00         Frt 1/28/00         0%         No         No         No         No         Mktg/Sale</td> <td><del> </del></td> <td></td> <td>3.6</td> <td></td> <td>3 days</td> <td>Fr 2/4/00</td> <td>Tue 2/8/00</td> <td>88</td> <td>88</td> <td>×</td> <td>× 68</td> <td>Product Mgr</td>	P CIO approval         3 days         Wed 2/9/00         Frt 2/11/00         37         52         0%         Yes         Product IN           marketing plan & package         15 days         Mon 1/24/00         Frt 1/28/00         29         47         0%         No         No         Mktg/Sale           & prioritize target customer(s)/sales         5 days         Mon 1/24/00         Frt 1/28/00         18,29         0%         Yes         Mktg/Sale           & document customer-specific benefits         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes         Mktg/Sale           lemmine final valuation & price structure         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes         Mktg/Sale           velop channel strategy         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes         Mktg/Sale           & develop available tach support         5 days         Mon 1/24/00         Frt 1/28/00         0%         No         No         No         No         Mktg/Sale	<del> </del>		3.6		3 days	Fr 2/4/00	Tue 2/8/00	88	88	×	× 68	Product Mgr
4.1.1 D& prioritize target customer(s)/sales 5 days Mon 1/24/00 Fr1 1/28/00 29 47 0% No Determine final valuation & price structure 5 days Mon 1/24/00 Fr1 1/28/00 0% Yes 4.1.2 Develop channel strategy 5 days Mon 1/24/00 Fr1 1/28/00 0% Yes 4.1.4 Develop channel strategy 5 days Mon 1/24/00 Fr1 1/28/00 0% Yes 4.1.4 Develop pratategy 5 days Mon 1/24/00 Fr1 1/28/00 0% No 1/24/00 Fr1 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fr1 1/28/00 Mon 1/24/00 Fr1 1/28/00 0% No 1/24/00 Fr1 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fr1 1/28/00 Mon 1/24/00 Mon 1/24/00 Fr1 1/28/00 Mon 1/24/00 Mon 1/24/00 Fr1 1/28/00 Mon 1/24/00 Mon 1/24/	marketing plan & package         16 days         Mon 1/24/00         Fri 1/26/00         29         47         0%         No         Mktg/Sale           6 prioritize target customer(s)/sales         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         47         0%         Yes         Mktg/Sale           Aboutize target customer-specific benefits         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes         Mktg/Sale           termine final valuation & price structure         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes         Mktg/Sale           velop IP strategy         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes         Mktg/Sale           & develop available tech support         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         No         No         Mktg/Sale	-		3.7		3 days	Wed 2/9/00	Frt 2/11/00	37	52	×		Product Mar
4.1.1         D& partners         5 days         Mon 1/24/00         Fri 1/28/00         29         47         0%         No           4.1.1         ID & partners         Partners         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes           4.1.2         ID & document customer-specific benefits         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes           4.1.4         Develop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes           4.1.4         Develop IP strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         No           4.1.5         Develop IP strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         No           4.1.6         ID & develop available tech support         5 days         Mon 1/24/00         Fri 1/28/00         0%         No	A prioritize target customer(s)/sales         5 days         Mon 1/24/00         Fri 1/28/00         18,29         47         0%         No         Mktg/Sale           A prioritize target customer(s)/sales         5 days         Mon 1/24/00         Fri 1/28/00         18,29         0%         Yes         Mktg/Sale           A document customer-specific benefits         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes         Mktg/Sale           Velop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         0%         Yes         Mktg/Sale           A develop retailable tech support         5 days         Mon 1/24/00         Fri 1/28/00         No         No         No         No         Nktg/Sale	<del> _</del>		4	Develop marketing plan &	15 days	Mon 1/24/00	Fri 2/11/00			%	2	Mktg/Sales Rep
4.1.1 ID & prioritize target customer(s)/sales 5 days Mon 1/24/00 Fri 1/28/00 18,29 0% Yes partners  4.1.2 ID & document customer-specific benefits 5 days Mon 1/24/00 Fri 1/28/00 0% Yes 4.1.3 Determine final valuation & price structure 5 days Mon 1/24/00 Fri 1/28/00 0% Yes 4.1.4 Develop channel strategy 5 days Mon 1/24/00 Fri 1/28/00 0% No 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Fri 1/28/00 0% No 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Fri 1/28/00 O% No 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Fri 1/28/00 Develop available tech support 5 days Mon 1/24/00 Develop available tech support 5 days Mon	& prioritize target customer(s)/seles         5 days         Mon 1/24/00         Fri 1/28/00         18,29         0%         Yes         Mktg/Sale           & document customer-specific benefits         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes         Mktg/Sale           remine final valuation & price structure         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes         Mktg/Sale           velop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes         Mktg/Sale           & develop exallable tech aupport         5 days         Mon 1/24/00         Fri 1/28/00         0%         No         No         Mktg/Sale	<del>-</del>	a	4.1	Gather marketing plan details	5 days	Mon 1/24/00	Fri 1/28/00	28	47	8		Mktg/Sales Rep
4.1.2         ID & document customer-epecific benefits         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes           4.1.3         Determine final valuation & price structure         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes           4.1.4         Develop channel strategy         5 days         Mon 1/24/00         Frt 1/28/00         0%         Yes           4.1.5         Develop paraliable tech support         5 days         Mon 1/24/00         Frt 1/28/00         0%         No	& document customer-specific benefits         5 days         Mon 1/24/00         Frt 1/28/00         Frt 1/28/00         O%         Yes         Mktg/Sale           velop channel strategy         5 days         Mon 1/24/00         Frt 1/28/00         Frt 1/28/00         O%         Yes         Mktg/Sale           velop IP strategy         5 days         Mon 1/24/00         Frt 1/28/00         O%         No         No         Mktg/Sale           & develop available tech support         5 days         Mon 1/24/00         Frt 1/28/00         O%         No         No         Mktg/Sale	<del>                                     </del>		4.1.1		5 days	Mon 1/24/00	Frt 1/28/00	18,29		%		Mktg/Sales Rep
4.1.3         Determine final valuation & price structure         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.4         Develop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.5         Develop IP strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         No           4.1.6         ID & develop available tech support         5 days         Mon 1/24/00         Fri 1/28/00         0%         No	termine final valuation & price structure         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         O%         Yes Mktg/Sale           velop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         O%         No Mktg/Sale           & develop available tach support         5 days         Mon 1/24/00         Fri 1/28/00         O%         No Mktg/Sale	-		4.1.2	ID & document cut	5 days	Mon 1/24/00	Fr 1/28/00			8		Mktg/Sales Rep
4.1.4         Develop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         Yes           4.1.5         Develop IP strategy         5 days         Mon 1/24/00         Fri 1/28/00         0%         No           4.1.6         ID & develop available tech support         5 days         Mon 1/24/00         Fri 1/28/00         0%         No	velop channel strategy         5 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         O%         Yes Mktg/Sale           & develop available tech support         5 days         Mon 1/24/00         Fri 1/28/00         O%         No Mktg/Sale		<b>6</b> 1	4.1.3	Determine final valuation & price structure	5 days	Mon 1/24/00	Fr 1/28/00			š	\$ \$	Mktg Analyst
4.1.5         Develop IP strategy         5 days         Mon 1/24/00         Frt 1/28/00         0%         No           4.1.6         ID & develop available tech support         5 days         Mon 1/24/00         Frt 1/28/00         0%         No	& develop il strategy         6 days         Mon 1/24/00         Fri 1/28/00         Fri 1/28/00         O%         No Mktg/Sale           A develop available tech support         6 days         Mon 1/24/00         Fri 1/28/00         O%         No Mktg/Sale	<del> </del>		4.1.4	Develop channel strategy	5 days	Mon 1/24/00	Fr 1/28/00			8	\$ *	Mktg/Sales Rep
4.1.6 iD & develop available tech support 5 days Mon 1/24/00 Frt 1/28/00 0%	& develop evallable tech support 6 days Mon 1/24/00 Fri 1/28/00 0% No Mktg/Sale	<del> </del>		4.1.5	Develop IP strategy	5 days	Mon 1/24/00	Frt 1/28/00			*	ટ્ટ	Mktg/Sales Rep
	10 400	-	_	4.1.8		5 days	Mon 1/24/00	Fr 1/28/00			8	2	Viktg/Sales Rep

10 00 E	Formalize marketing plan  Create marketing materials  Create/customize sales presentation  Create/customize other marketing materials  product  Make initial contact with customer(s)/sales partners  Obtain NDA from customer/sales partner  Coordinate & plan sales meeting  Coordinate & plan sales activities  Perform follow-up sales activities  Finalize sales dedsion	5 days 5 days 5 days 3 days 10 days 1 day 10 days 5 days 1 day	Start Mon 1/31/00 Mon 2/7/00 Mon 2/14/00 Mon 2/14/00 Thu 2/37/00 Thu 2/37/00 Thu 3/3/00 Mon 3/13/00 Mon 3/3/00	Finish Pro 40 Fri 24100 47 Fri 211100 47 Fri 211100 47 Fri 211100 55 Wed 223300 53 Wed 32800 53 Thu 3/8/00 54 Fri 3/11/00 56 Fri 3/11/00 56 Fri 3/11/00 56	9	Succ.	% Comp 0% 0%	% × %	Yes Mktg/Sales Rep
4.2 4.3.1 4.3.1 (4.3.1		5 days 5 days 5 days 5 days 3 days 3 days 10 days 1 day 1 day 10 days	Mon 1/31/00  Mon 2/7/00  Mon 2/14/00  Mon 2/14/00  Thu 2/17/00  Thu 2/31/000  Fri 3/10/00  Mon 3/13/00  Mon 3/13/00	Fri 2/4/00 4/7 Fri 2/11/00 Fri 2/11/00 5/7 Fri 3/10/00 5/7 Fri 3/10/00 5/7 Fri 3/11/00 5/7 Fri 3/11/00 6/7 Fri 3/11/00 6/7 Fri 3/11/00 6/7 Fri 3/3/1/00 6/7 Fri 3/3		0,49	%0 %0 %0	Yes	Mktg/Sales Rep
4.3.1 4.3.1 4.3.2 4.3.2 4.3.2 4.3.2 6.3 6.3 6.3 6.10		5 days 5 days 3 days 3 days 10 days 1 day 10 days 5 days	Mon 27700  Mon 27700  Mon 27700  Mon 2/14/00  Thu 2/17/00  Thu 2/24/00  Thu 3/2/00  Fri 3/10/00  Mon 3/13/00  Mon 3/13/00	Fri 2/11/00 47 Fri 2/11/00 47 Fri 4/21/00 47 Fri 4/21/00 47 Fri 4/21/00 57 Wed 2/23/00 57 Wed 3/2/00 57 Fri 3/17/00 56 Fri 3/17/00 56 Fri 3/17/00 56			% %	ž	Deadust Mas
(4.3.1) (4.3.2		5 days 50 days 3 days 10 days 1 day 1 day 5 days	Mon 27700  Mon 27700  Mon 21400  Mon 21400  Thu 27200  Thu 37200  Fri 3/10/00  Mon 3/13/00  Mon 3/13/00	Fri 2/11/00 47 Fri 2/11/00 47 Fri 4/21/00 Wed 2/23/00 55 Wed 3/23/00 55 Thu 3/20/00 55 Fri 3/17/00 56 Fri 3/31/00 66			%		בו ממכר יים
8 8 1.3 5.4 5.4 5.4 5.4 5.4 5.4 5.4 5.4 5.4 5.4		5 days 3 days 3 days 10 days 1 day 1 day 5 days 1 day	Mon 2/14/00 Mon 2/14/00 Mon 2/14/00 Thu 2/17/00 Thu 3/8/00 Frt 3/10/00 Mon 3/13/00 Mon 3/13/00	Fri 2/11/00 4: Fri 4/21/00 Wed 2/23/00 55 Wed 3/20/0 55 Wed 3/20/0 55 Fri 3/17/00 56 Fri 3/31/700 65			_	Yes	Product Mgr
8. 1. 6. 1.	e  5  e      2  a	3 days 3 days 5 days 10 days 1 day 1 day 5 days 5 days	Mon 2/14/00  Thu 2/17/00  Thu 2/24/00  Thu 3/2/00  Fri 3/10/00  Mon 3/13/00  Mon 3/13/00	Fri 4/21/00 Wed 2/16/00 3/ Wed 2/23/00 5/ Wed 2/23/00 5/ Fri 3/17/00 5/ Fri 3/17/00 5/ Fri 3/17/00 6/ Fri 3/31/00 6/			%0	Yes	Product Mgr
5.1 6.1 6.1 6.1 6.1 6.1 6.1 6.1 6.1 6.1 6	도   도   e   _   후   도	3 days 5 days 10 days 1 day 1 day 5 days	Mon 2/14/00 Thu 2/24/00 Thu 3/8/00 Fri 3/10/00 Mon 3/13/00 Mon 3/13/00	Wed 2/16/00 53 Wed 2/23/00 55 Wed 3/20/00 55 Thu 3/8/00 56 Fri 3/17/00 56 Fri 3/31/00 66			%	ş	Mktg/Sales Rep
5.3 5.3 5.3 5.3 5.3 5.3 5.3 5.3 5.3 5.3	Sales meeting sales meeting string activities sales activities	5 days 10 days 1 day 5 days	Thu 2/17/00  Thu 2/24/00  Thu 3/8/00  Fri 3/19/00  Mon 3/13/00  Mon 3/20/00	Wed 2/23/00 55 Wed 3/8/00 55 Thu 3/8/00 56 Fri 3/17/00 56 Fri 3/31/70 66		S	8	Yes	Mktg/Sales Rep
6. 8. 8. 8. 8. 8. 8. 8. 8. 8. 8. 8. 8. 8.		10 days 1 day 5 days 10 days	Thu 2/24/00 Thu 3/8/00 Frt 3/10/00 Mon 3/13/00 Mon 3/20/00	Wed 3/8/00 55 Thu 3/8/00 55 Fri 3/17/00 56 Fri 3/3/1/00 66		25	%0	<b>X</b> 68	Mktg/Sales Rep
A. R.	I _   #     #	1 day 1 day 5 days	Thu 3/8/00 Frt 3/10/00 Mon 3/13/00 Mon 3/20/00	Thu 3/8/00 54 Fri 3/10/00 56 Fri 3/31/00 61		55	%0	<b>∀</b>	Mktg/Sales Rep
25. 25. 25. 25. 25. 25. 25. 25. 25. 25.	1= 1= 1	1 day 5 days 10 days	Frt 3/10/00 Mon 3/13/00 Mon 3/20/00	Fri 3/10/00 56 Fri 3/17/00 56 Fri 3/31/00 61		56	%0	ટ્ટ	Mktg/Sales Rep
8. 8. 8. 8. 8. 8. 8. 8. 8. 8. 8. 8. 8. 8	1 - 1	5 days	Mon 3/13/00 Mon 3/20/00	Frt 3/31/00 57		57	<b>%</b> 0	¥ <b>88</b>	Yes Mktg/Sales Rep
5.7	sion	10 days	Mon 3/20/00	Frt 3/31/00 67		58	<b>%</b> 0	£	Mktg/Sales Rep
			_			59,60,62	<b>%</b> 0	<b>\$</b>	Mktg/Sales Rep
	o sale decision	1 day	Mon 4/3/00	Mon 4/3/00 58			%0	<b>8</b>	Mktg/Sales Rep
	roject plan	1 day	Mon 4/3/00	Mon 4/3/00 58	_		%	×e×	Yes Mktg/Sales Rep
	itlation activities	15 days	Mon 4/3/00	Fri 4/21/00			%	2	Mktg/Sales Rep
5.10.1 Coodinate a plan	plan meeting to discuss deal	10 days	Mon 4/3/00	Fri 4/14/00 58		8	%	\$6 ×	Mktg/Sales Rep
5.10.2 Conduct meet	Conduct meeting to discuss deal parameters	1 day	Mon 4/17/00	Mon 4/17/00 62		3	<b>%</b> 0	ટ	Mktg/Sales Rep
5.10.3 Prepare term sheet	sheet	3 days	Tue 4/18/00	Thu 4/20/00 83		65	8	Yes	Yes Mktg/Sales Rep
5.10.4 Communicate term	term sheet to Contracts	1 day	Fri 4/21/00	Fri 4/21/00 64	18		*	운	No Mktg/Sales Rep
6 Negotiate contract		50 days	Mon 4/24/00	Fri 6/30/00			8	2	Contract Mgr
6.1 Generate draft contract	tract for customer	5 days	Mon 4/24/00	Frt 4/28/00 65	88		*	% ×	Yes Contract Mgr
(B) 6.2 Negotiate and finalize contract	ze contract	45 days	Mon 5/1/00	Fri 6/30/00 67		10,71	*	\$6 >	Contract Mgr
7 Complete & approve trans.	ransaction report (TR)	16 days	Mon 7/3/00	Fri 7/21/00			%	ş	Contract Mgr

	<u>^</u>				tr		Č	S.	,		
		WBS	Task Name	Duration	1100	Finish	20	300	S COMP	Š	Resources
۶	•	7.7	Reviewlupdate dedsion makers	1 day	Mon 7/3/00	89 00/E/L UOW	60		%0	Yes	Yes Mktg/Sales Rep
7		7.2	Prepare TR	5 days	Mon 7/3/00	Fri 7/7/00 68		72	%0	Yes	Yes Mktg/Sales Rep
22		7.3	Obtain 1 PMARK legal approval	1 day	Mon 7/10/00	Mon 7/10/00 71	_	73	%	Ϋ́ος	Contract Mgr
<b></b> -	<del> </del>	7.	Obtain client organization approval	3 days	Tue 7/11/00	Thu 7/13/00 72	~	7.	%0	×68	Yes Contract Mgr
		7.5	Obtain VP Corporate Development approval	3 days	Fr 7/14/00	Tue 7/18/00 73	9	75	%0	<b>∀</b> 63	Yes Contract Mgr
22		6.7	Obtain VP CIO approval	3 days	Wed 7/19/00	Fd 7/21/00 74	-	11	%0	Yes	Yes Contract Mgr
<u> </u>		•	Execute contract	10 days	Mon 7/24/00	Frl 8/4/00			%0	ž	Contract Mgr
<u> </u>		9.1	Obtain customer contract eignature	8 days	Mon 7/24/00	Wed 8/2/00 75	~	78	%0	<b>×</b>	Yes Contract Mgr
	<del> </del> -	8.2	Obtain / PMARK contract signature	2 days	Thu 8/3/00	Fri 8/4/00 77		80,83	%0	<b>₹</b>	Yes Contract Mgr
Ш	-	00	Set up maintenance plan	5 days	Mon 8/7/00	Fri 6/11/00		80	%	S.	No Mktg/Sales Rep
	-	2	Launch customer management plan	5 days	Mon 8/7/00	Fri 8/11/00 78	_		%0	ş	No Mktg/Sales Rep
		2.1.1	implement relationship management process	5 days	Mon 8/7/00	Fr 8/11/00			%0	٤	No Mktg/Sales Rep
		9.1.2	Implement Internal follow-up procedures	5 days	Mon 8/7/00	Fri 8/11/00			%0	ટ	Mktg/Sales Rep
		8.7	Leunch contract menagement plan	6 days	Mon 8/7/00	Fri 8/11/00 78			%0	ટ્ર	Contract Mgr
	-	9.2.1	Implement royalty tracking process	5 days	Mon 8/7/00	Fri 8/11/00			<b>%</b> 0	2	Contract Mgr
1		9.2.2	Implement quality standard management process	5 days	Mon 8/7/00	Frt 8/11/00			*	운	Contract Mgr
1	<u> </u>	8.2.3	Implement IP poliding	5 days	Mon 8/7/00	Fri 8/11/00			%	2	Contract Mgr
<u> </u>	   	9.2.4	Implement forms management process	5 days	Mon 8/7/00	Frt 8/11/00			<b>%</b> 0	2	No Contract Mgr
1		9	10 Close out project	5 days	Mon 8/14/00	Fri 8/18/00			%0	3.	Project Lead
1	-	5.	Perform final updates to project plan	1 day	Mon 8/14/00	Mon 8/14/00 79		8	80	\$	Project Lead
1		10.2	Identify lessons learned & perform follow-up activities	2 days	Tue 8/15/00	Wed 8/16/00 89		91	š	¥68	Yes Project Lead
Ø		10.3	Organize & file project plan & documentation	2 days	Thu 8/17/00	Fri 8/18/00 90			š	₹ 80 7	Project Lead

	e de la companya de l	Project Template Project Plan	_,_
n 4	Conduct & document client interview if create interview form, can eliminate tasks 1.2.1 thru 1.2.6 Gather product information Must include product benefits, similar products, etc.	2.1 thru 1.2.6 1, etc.	
8 8 8 7 7	ID tech support lesues  Type of support required? Tech transfer? Support partner? No support?  Perform Initial assessment of IP Issues Title and rights: Title and rights: 1. Ownership? 2. Protection? 3. Possible Initingement? 3. Possible Initingement? 3. Possible Initingement? Consider decision makers Consider decision makers Consider decision makers And of the patent process Potential checklist/form for interview process. If form, change task to "Pi Make & document prelim goine-og decision Prinarial from to doc masons for other or	port partner? No support? buy-in. If form, change task to "Provide interview form (name or number) to IPMAN". This notification will trigger 'IPMAN to review patent status.	
2 8 2	Assess competitive environment Potential checklist or standard form for assessing comp. environment, if so, may cherotronment hassesment. ID & sesses it lesues. Expanded investigation of any ownership, protection, potential infringement issues. Prepare market research summary. Potential Score Card form, if so, indicate in task field.	ing comp. environment. If so, may choose to delete 2.1.1 thru 2.1.7 and change 2.1 task name to something like complete Form XXX, Competitive ection, potential infingement issues.	<del> </del>
* * *	ID decision makers Verify that all key decision makers are identified Make & document product going go decision Potential form to doc reasons for going go. Prioritize project opportunity or notify client of no go decision Create socrecard to prioritize. Create form letter that thanks client and notifies of status of product.	of no go decision  of status of product.	
2 2 2 2 2	Review/update market research summary Potential form, Part 2 of Score Card, more market plan specific info. Prepare PTR No forms! client interview but Product Manager will communicate with client regularly in decision makers May require multiple client approvals. If so, sidd task for additional approval[s] - I.e. but If patent ilcense, add task for <i>OokME</i> /Eapproval. ID & document customer-apecific benefits ID & document customer-apecific benefits ID & document customer-apecific banefits If fam or checklist, can eliminate this task. May be considered part of marketing plan. If form or checklist, can eliminate this task.	will communicate with client regularly while preparing the PTR it task for additional approval(s) - i.e. business unit and iT approval.	
Į	roject Template, Draft - Mon 3/27/00	FIG. 195	

## DO750154 DL41601

	Project Template Project Plan
5 2	Sell product At this point, duplicate project plan for each target customer for the specified product. Make initial contact with customer(s)/sales partners Must have signed PTR before initial contact with potential customer
8 8 8 8	Obtain NDA from customer/sales partner inbound NDA also available on h: drive inbound NDA for receiving information and mutual NDA also available on h: drive Conduct sales meeting to meeting powerPoint sales presentation including PowerPoint sales presentation in follow-up sales activities included demos, alse visits to existing customers, brochures, additional presentations, response to meeting questionsOR NOTHING! Finalize sales decision from actually the customer. Conduct meeting to discuss deal parameters from the sales for cutine of meeting actually to the meeting conduct meeting one to discuss deal parameters.
2 7 8 8 8 0 1	Negotiate and finalize contract Propare TR If time & resources permit, Mktg/Sales rep should begin pulling together the TR in parallel with task 8.2, Negotiate & finalize contract. If time & resources permit, Mktg/Sales rep should begin pulling together the TR in parallel with task 8.2, Negotiate & finalize contract. If time & resources permit, Mktg/Sales rep should begin pulling together the TR in parallel with task 8.2, Negotiate & finalize contract. If time & resources permit, Mktg/Sales partner for samples of products to check for product quality. Close out project Perform final updates to project plan & documentation Gentley lass and another color for project complete. Final updates to project plan & documentation. Gentley sesons is amend & permit of project complete. Final updates to project plan & documentation. Need to develop checklist for keep/not keep documentation. May want to choose sid color file for this so siways identifiates consider one color for project in progress and another color for project complete.
Projec	Project Templete, Draft - Mon 3/27/00 FIG. 196

Client Interview que	<u>stionnaire (task</u>	1.2)
(Completion Date:		

1. Gather product information

2. ID tech support issues

3. ID potential roadblocks

4. ID potential customers/suppliers

5. Perform initial assessment of IP issues

6. ID client organization decision makers

Assess competitive environment checklist (task 2.)  (Duration: 4 days – Complete by:)	Ŋ
ID similar products	
ID existing suppliers	•
ID potential suppliers	
ID potential customer base	
Update & expand product benefits	
Determine market value/price	

FIG. 198

Assess Comp Envir.doc

Assess internal marketing issues checklist (task 2.2) (Addresses internal IP and Tech Support issues)

1. ID & assess IP issues

2. ID & assess tech support issues

### INTELLECTUAL PROPERTY OUTMARKETING PRE-TRANSACTION REPORT

Product/Project Name:			
Entity Requesting:			
Contacts (Entity		<del></del>	
Name, Phone Numbers,			
Email):			<del></del>
•		• • • • • • • • • • • • • • • • • • • •	
Outmarketing Party(s)			
(Company, Address, State of			
Incorporation, Contacts, Phone			
Phone Numbers):			
Intellectual Property Involved:			
(Patents, Trademarks, Trade			<del></del> ;
Secrets, Software, etc.)			<del></del>
		<u> </u>	
		<del></del>	<del></del>
Background of Deal		•	
(How Deal Developed,			
Summary of			•
Intellectual Property			<del></del>
Functionality/Uses,			
Deal Structure):			
Financial Analysis			
(Revenue to be Recognized			
Cost Savings, etc.):	-	· · · · · · · · · · · · · · · · · · ·	<del></del>
		<del></del>	
			<del></del>
Competitive Analysis			
(Worldwide, Outside US, US only, Outside 9 State			<del></del>
Region, etc.):			
incepou, cae.j.			
Status of Deal			
(Ready to Sign Up, Need			<del></del>
Negotiation Assistance):			•
A. 45 5 4 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5			
Anticipated Timeline			
Initial Meeting, Demos, Sign Contract, etc.):			·
organ Contract, etc.):			
	Corporation subsidiary, request	PMADY	
on its behalf to enter int	to an intellectual property outmarket	ing parement page 2: 4:	4-1
lescribed terms.	Fropary Countries		me above-
Paguarter			<u>.                                    </u>
Requestor	Entity/Dept.	Title	Date

### Marketing Plan checklist (task 4.1)

ID & prioritize target customer(s)/sales partners	
ID & document customer-specific benefits	<del></del>
Determine final valuation & price structure	
Develop channel strategy	
Develop IP strategy	
ID & develop available tech support	
Formalize marketing plan	

### NONDISCLOSURE AGREEMENT

THIS	Entity], a corporation organize	EMENT is made by and between [Name of ed under the laws of ("OWNER"), and
(the "Comp		organized under the laws of, Zo The parties agree as follows:
employees "Represent	Project Defined. The Complic nature for use by the Complic and representatives, including	pany may receive from owner information of any and its officers, directors, agents, g financial and legal advisers (collectively performance of the Company's services for
		(the "Project").
2.	Information Defined. The	Company acknowledges that, in the course of

- performance of services for or discussions with OWNER in connection with the Project, the Company will receive certain private and proprietary information from or about OWNER or its affiliates, including but not limited to technical, financial or business information and models, names of customers or partners, proposed business deals, reports, plans, market projections, software programs, data or any other private and proprietary information relating to the Project which may include certain trade secrets ("Information"). The term "Information" as used herein also includes: (i) the fact that the Information has been made available to or is being inspected or evaluated by the Company; (ii) the fact that the Company is providing services to owner or is otherwise involved in or discussing the Project; and (iii) any information, work papers, compilations, projections, studies, documents. terms. correspondence, facts or other materials derived or produced by the Company or its representatives for ownER in connection with the Project. Any Information supplied by owner to the Company prior to the execution of this Agreement shall be subject to the same treatment as the Information made available after the execution of this Agreement.
- 3. Exclusions from Definition. The term "Information" as used herein does not include any data or information that: (a) is already known to the Company at the time it is disclosed to the Company; or (b) before being divulged by the Company: (i) has become generally known to the public through no wrongful act of the Company or its representatives; (ii) has been rightfully received by the Company from a third party without restriction on disclosure and without a breach of an obligation of confidentiality

running directly or indirectly to owner; (iii) has been approved for release by a written authorization by owner; or (iv) is independently developed by the Company without use, directly or indirectly, of the Information received from owner.

- 4. <u>Nondisclosure Obligation</u>. The Company shall keep the Information confidential and shall not disclose such Information, in whole or in part, to any person other than its Representatives who need to know such Information in connection with the Company's performance of services for owner in connection with the Project except with the prior written consent of owner or as otherwise permitted hereunder. Such Representatives shall be informed by the Company of the confidential nature of the Information and shall be required by the Company to agree in writing to be bound by this Agreement. The Information shall be used by the Company solely for the purpose of performing services for or otherwise evaluating the information provided by owner in connection with the Project, and shall not be otherwise used for the Company's own benefit or for any purpose detrimental to the interests of
- 5. Standard of Protection. For the purpose of complying with the obligations set forth herein, the Company shall use efforts commensurate with those that it employs for the protection of corresponding sensitive information of its own, which shall in any event be no lesser a standard than the type of efforts that would be taken by a reasonable business for the protection of its own highly confidential information and trade secrets.
- 6. Compliance with Legal Process. In the event that the Company is legally-requested or required (by oral questions, interrogatories, requests for information or documents, subpoena, Civil Investigative Demand or similar process or, in the opinion of counsel for the Company, by federal or state securities or other statutes, regulations or laws) to disclose any Information, the Company shall promptly notify owner of such request or requirement prior to disclosure so that owner may seek an appropriate protective order and/or waive compliance with the terms of this Agreement.
- 7. Ownership: Return of Information. All Information (including tangible copies and computerized or electronic versions and summaries thereof) shall remain the property of OWNEX. Within ten (10) days following the receipt of a written request from OWNEX, the Company shall deliver to DWNEX all tangible materials containing or embodying the Information received from OWNEX, together with a certificate executed by an officer of the Company certifying that all such materials in the Company's possession or control have been delivered to OWNEX or destroyed. The Company shall not assert directly or indirectly any right with respect to the Information which may impair or be adverse to OWNEX's ownership thereof.

- 8. Remedies for Breach. The Company understands and agrees that money damages would not be a sufficient remedy for any breach of this Agreement and that owner shall be entitled to seek injunctive or other equitable relief to remedy or forestall any such breach or threatened breach. Such remedy shall not be deemed to be the exclusive remedy for any breach of this Agreement, but shall be in addition to all other rights and remedies available at law or in equity.
- 9. No Representations or Further Obligations. Neither this Agreement nor the disclosure of Information shall constitute or imply any promise or intention to make any purchase of services by OWNEN. None of the Information which may be disclosed by OWNEN shall constitute any representation, warranty, assurance, guarantee or inducement by OWNEN to the Company of any kind, and in particular, with respect to the accuracy or completeness of any Information or the non-infringement of trademarks, patents, copyrights, mask protection rights or any other intellectual property rights, or other rights of third persons. It is understood that this Agreement does not obligate OWNEN to enter into any further agreements or to proceed with any possible relationship or other transaction.
- 10. <u>Term; Termination</u>. This Agreement shall terminate as to the exchange of any new Information three (3) years after the effective date hereof. Either party may terminate the exchange of Information under this Agreement at any time by written notice to the other specifically referencing this Agreement. In any event, however, the obligations of the Company to maintain the confidentiality of the Information it has received under this Agreement shall continue for a period of three (3) years after such termination and then terminate; provided, however, that such obligation shall continue indefinitely as to Information constituting a trade secret under applicable law for so long as such Information remains a trade secret.
- 11. <u>No Waiver</u>. No failure or delay by **owar** in exercising any right, power or privilege hereunder shall operate as a waiver thereof, nor shall any single or partial exercise thereof preclude any other or further exercise thereof or the exercise of any other right, power or privilege hereunder.
- 12. <u>Amendment.</u> This Agreement may not be modified, supplemented or amended orally, but only by a writing signed by both parties hereto.
- 13. Applicability to Associated Parties. Any information disclosed to the Company by any of owner's affiliated companies or by any company, person or other entity participating with owner in any consortium, partnership, joint venture or

similar business combination in connection with the Project, which would otherwise constitute Information hereunder if disclosed by owner, shall be deemed to constitute Information under this Agreement, and the rights of owner under this Agreement may be enforced by any such affiliate or other entity in addition to with respect to any violation relating to the Information disclosed by such affiliate or other entity, as if such entity were also a party to this Agreement.

14. Governing Law. This Agreement shall be governed by and construed and enforced in accordance with the laws of the State of \_\_\_\_\_\_, without regard to its choice of law provisions.

IN WITNESS WHEREOF, the parties have executed and delivered this Nondisclosure Agreement effective as of the date first written above.

owner:	Company:
Ву:	Ву:
Name:	Name:
Title:	Title:

### **Product Name**

### **License Agreement Term Sheet**

- <u>Definitions</u>
   What is licensed?
- Specs of the Software (exhibit)
   Definition/description?
- Delivery, testing and acceptance How should this work?
- Grant and Scope of License
   Exclusive? Non-exclusive? Etc.?
- Term and Limitations on Use and reproduction
   What can partnership do with it?
- Sublicensing and transfer limitations
- <u>Pricing Terms</u>
   Royalties? Buy? Savings?
- Acct and audit rights
   As stated in the partnership agmt?
- Sales and Property tax liability Who liable?
- Trade secret protection/Confidentiality terms
   Need to be strict. In what manner may disclosure be made to vendors, particularly STB mfts?

FIG. 206

- <u>Title to original software and owner infringement reps</u>
   Positive stmt of ownership –will we indemnify the partnership?
- Ownership of mods enhancement and additions Who owns?
- Source code inclusion/exclusion and protection Must source be disclosed to partnership?
- Training and documentation reg's Any?
- Protection of Trademarks
   Partnership must honor marks
- SW maintenance and technical support obligations
- Vendor warranty obligations and s∞pe
- Limitation of liability and types of damages
- Vendor indemnity and obligations in event of infringement
- Dispute resolution provisions
- Insurance terms (vendor on site?)
- Assignment limitations
- Std boilerplate (merger, written agmt, force majeur, etc)

### INTELLECTUAL PROPERTY OUTMARKETING TRANSACTION REPORT

INTELLECTUAL PROPERTY INVOLVED:		
OUTMARKETING PARTY:		**************************************
BUSINESS DEAL CONTACTS:		
INTELLECTUAL PROPERTY CONTACTS:		
ESTIMATED VALUE:	Up Front Savings	. •
	Revenues (Years) =	

II. Background

### III. Deal Structure

IV. Financial Analysis

- V. Competitive Analysis
  - (1) Customers:
  - (2) Territory:
  - (3) Standardization:

FIG. 209

### VI. Recommendation

	BUSINESS APPROVAL	LEGAL APPROVAL
Signature:		
Printed Name:		
Title:		
Entity:		
Date:		

### MS Project Activity Sheet

Project Name:	
Project Start Date:	_
Project Resources:	
Product Mgr	Contract Mgr
Mktg Analyst	Mktg/Sales Rep

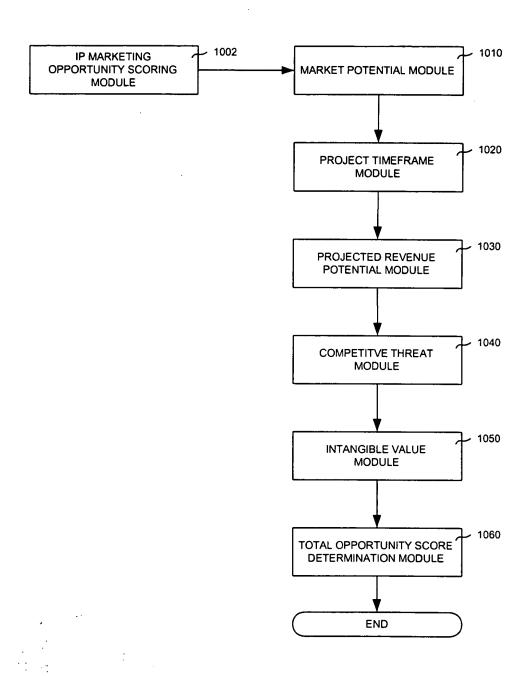
### Instructions:

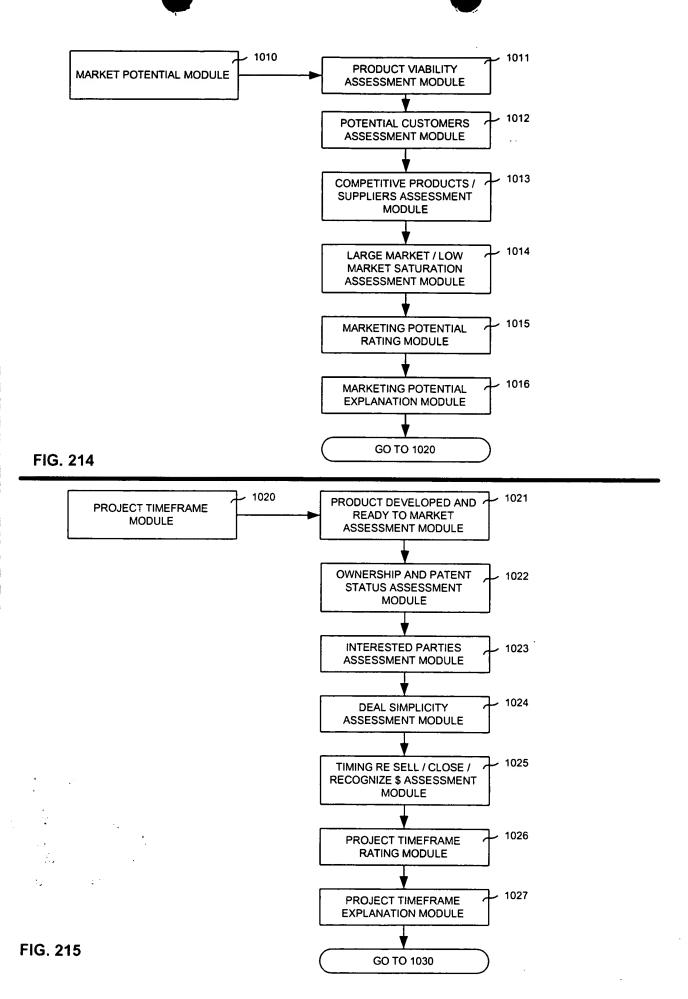
- 1. All updates in MS Project are made at the sub-task level only.
- 2. In the Task # field, enter the # of the task being updated or "new" if adding a task.
- 3. Find the column for the field you wish to update for the task and enter update information in the space provided.
- 4. Use the following guidelines for updating fields in MS Project:
  - Start/Finish Date Change the duration of the appropriate task(s) to arrive at the new start/finish date
  - % Complete Enter the new % complete for the task(s), either manually or using the up/down arrows
  - Deliverable Change deliverable field to Yes, either manually or using the option in the drop down box

Task#	Start Date	Finish Date	% Comp	Del	Add/Delete Task (incl. info for all project fields)
·					1100 2 close 1 ask (alect mile lot all project fields)
	<u> </u>				
· · · · · · · · · · · · · · · · · · ·					
	·				
					· · · · · · · · · · · · · · · · · · ·
·		<u></u>			
					av.
<del></del>					

### Opportunity Score Card

Scoring Date: Scorer I	nitials:	
Product/Project Name		Total Score:
Business Unit :		
Business Unit Primary Contact:	IPMARK Primary	Contact
Name		
Phone	Phone	
Score Card Key Factors	Sec	oring & Explanation
MARKET POTENTIAL     Product viability (i.e. unique product, benefits,		Market Potential Rating
support/maintenance?)		
- Potential customers?		
- Few competitive products/suppliers? - Large market, low market saturation?		
	1	
High Low		
Potential Potential 10 9 8 7 6 5 4 3 2 1		
10 9 8 7 0 3 4 3 2 1		
2. PROJECT TIMEFRAME	· ·	
- Product developed & ready to market?		Project Timeframe Rating:
- Ownership? Patent status?		
Identified interested parties?     Deal simple or complex?		
- Anticipated time to sell/close/recognize \$?		•
		·
Today 6 12 18+ mths		
10 9 8 7 6 5 4 3 2 1		
3. PROJECTED REVENUE POTENTIAL  - Anticipated total revenue from project?		Revenue Potential Rating
(if no strong customers, use 1X value)		
Over Under		
5M4M1M100K		
10 9 8 7 6 5 4 3 2 1		
4. COMPETITIVE THREAT TO BELLSOUTH		
<ul> <li>Sale give customer competitive advantage</li> </ul>		Competitive Threat Rating:
over BellSouth?	·	
No High		
Threat Threat 10 9 8 7 6 5 4 3 2 1		
10 9 8 7 8 3 4 3 2 1	·	
5. INTANGIBLE VALUE		
- Set stage for future big \$ deals?		
<ul> <li>Build/foster relationship w/ existing/future customer?</li> </ul>		Intangible Value Rating
Officer request/interest?     Public relations opportunity?		
***		
High Low Profile Profile		
10 9 8 7 6 5 4 3 2 1		
	TOTAL SCORE:	
— FIG. 212 ————	TOTAL SCURE:	





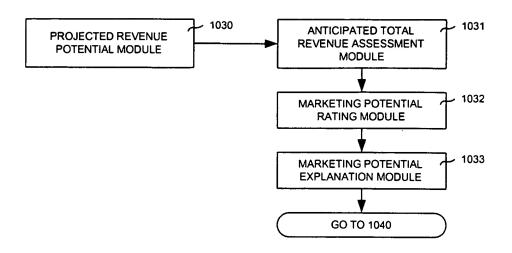
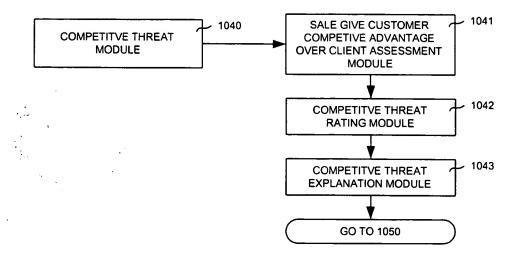
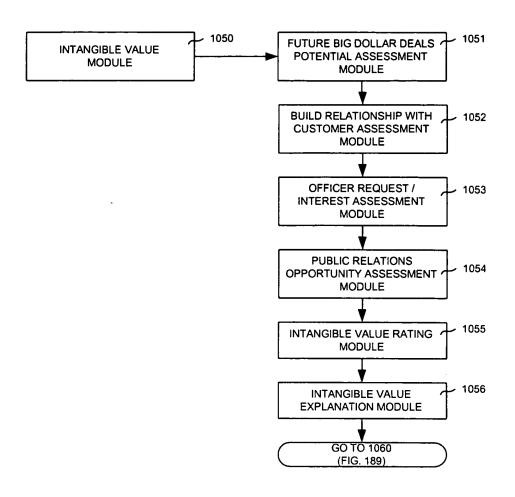
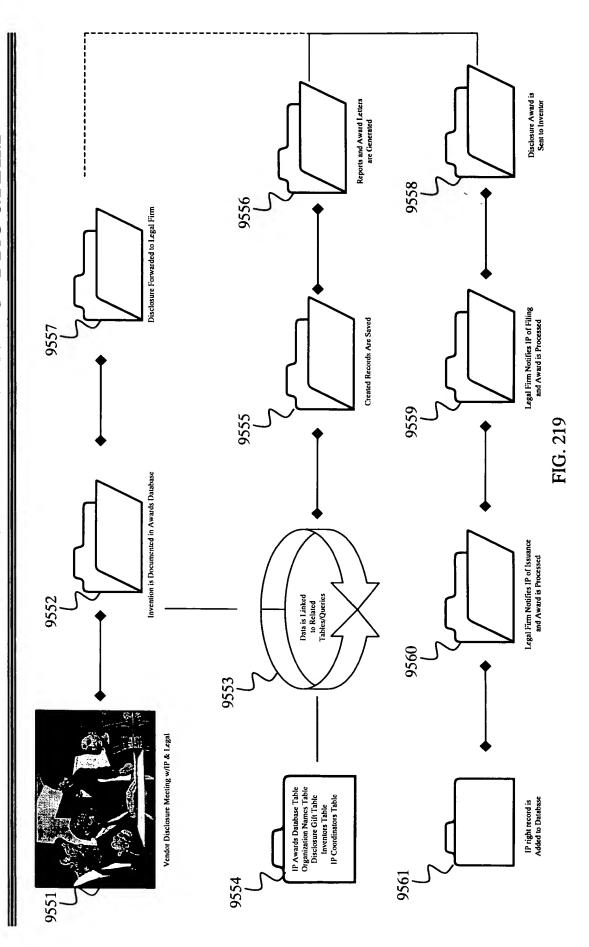


FIG. 216





# INTELLECTUAL PROPERTY AWARDS PROGRAM



### >>> Company Intellectual Property>> >> 10 Step Checklist

### ✓Patents

- ☐ Work produced by Company employees or with Company resources has been assessed for patentibility if, at least one of the following occurred:
  - Development of a new product, feature, process or software that seems unique
  - Improvements to existing technology. product, process, or software
  - Results that cut costs and/or improve efficiency
  - Creation of a new business method

It is critical that employees bring their inventions to the attention of the Director of Technology (404) xxx-xxxx or the Technology Asset Manager (404) xxx-xxxx as soon as possible, and especially before any public disclosure of the invention!

### ✓Trademarks

- ☐ The Company mark and subbrands have been used in accordance with the company's graphics standards to ensure that the significant value of the mark is not diluted.
- All subbrands have been cleared by the Director of Trademarks.
- All third party (such as agents, distributors, cobrand parties, and sponsored parties) use of Company's trademarks have been authorized in writing using language approved by Company Intellectual Property Marketing Corp.

Any questions regarding Graphics and Sponsorships should be brought to the attention of the Director of Corporate Identity (404) xxx-xxxx and other Trademark questions should be directed to the Director of Trademarks (404) xxx-xxxx.

### **√Copyrights**

Every Company work product created by an employee or by a vendor under a "work made for hire" contract have been properly marked with a copyright notice.

It is not necessary to register the copyright in order to place the copyright notice on the work.

Any questions regarding Copyrights should be brought to the attention of the Director of Administration (404) xxx-xxxx.

### √Proprietary Information

- All proprietary information has been physically marked by its originator at the bottom center margin using the approved markings.
- All proprietary information has been securely stored and properly disposed.
- An NDA or IEA has been executed due to the necessity of sharing Company proprietary information in order to discuss or negotiate a potential business relationship, and:
  - only the minimum amount of proprietary information necessary to facilitate our business purposes has been shared or received; and
  - any necessary patent applications have been filed prior to such disclosures.

Any questions regarding proprietary information should be brought to the attention of the Director of Administration (404) xxx-xxxx.

### **√Ownership**

Before any development work to be done by an outside vendor (such as software, training courses or advertising) is begun, a specific written contract has been executed ensuring that Company will be the owner of the intellectual property rights in the developed technology, or work of authorship. (see Executive Directive 12)

Any questions regarding Ownership should be brought to the attention of the Vice President of Company Intellectual Property Management Corporation (404) xxx-xxxx.

### ✓ Marketing

Company's policy is to maximize the value from its intellectual property.

Opportunities to outmarket Company technology, software, systems, processes or other intellectual property to another company have been identified.

Any marketing opportunities should be brought to the attention of the Vice President of Company Intellectual Property Marketing Corporation (404) xxx-xxxx.

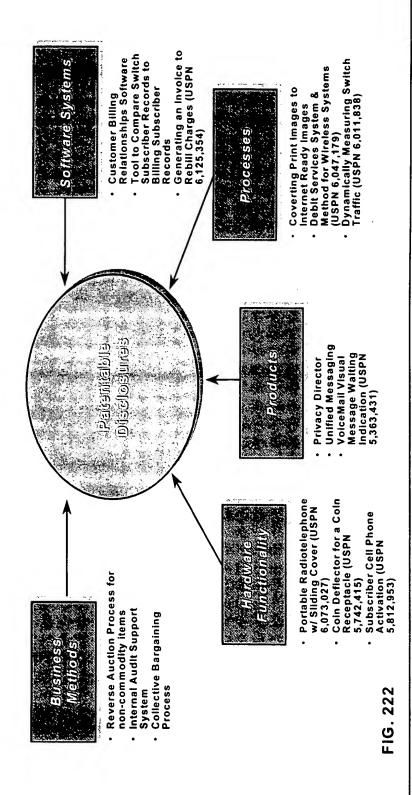
# Patent Process Life Cycle

		A Handing	Meet with	Paviow Draft	Patent	
	Developmen of the control of the con	<b>/</b> _	Attorney	Application	Application 4	Issues (
Task	Developments or Improvements created by company employees or with company resources should be brought to IP Protection's effection's effection effection effection effections effection effection effections effection effections effection effections effection effections effection effections effection effections effections effections effection effections effetions effections ef	Review for technical merit Initial marketing potential analyzed Administrative procedures	Disclose: State of industry Problem Solved Sufficient detail such that someone of your expertise could replicate the invantion	sclose: State of industry will prepare at Problem Solved least 1 draft Sufficient detail application such that someone Inventor reviews of your expertise draft & provides could replicate the comments		
Time Frame:	from the time an invertion is publicly used or disclosed in which to seek US patent protection	• 2-8 weeks for disclosure preparation for Outside Attorney	Mig. 1.5 - 2 hrs Mig scheduled 1-2 wks in advance Outside altorneys are flown in for mig	Attorney Prep: 6-8     weeks     werentor given 2     weeks to review &     return to IP     Protection	• 4 Weeks to receive official filing notice from the US Patent Office	• 12-18 months
Innovation Award: Achievement Award:		• Receive a Disclosure Gift			• Each inventor receives \$1000	• Each Inventor receives \$2000 • If this is an inventor's 5th company patent, he/she will receive an additional \$2500 • 10th Issued Company Patent: Additional \$5000 • >14th Issued Company Patent: Nominated for

December 2000

### Innovations

### What's Patentable?



### Internal Auditor

### Identify innovations within your 🏂 🖈 Inventor 🛣 organization:

- Developed or improved a process or service?
- Created a method of doing business?
- Improved efficiency or cut costs? ī

### Innovation:

- Developments or improvements by you, the employee or
- Developments or improvements created with resources

# IP Ambassador

- Raising Awareness of Intellectual Property:
- Assist in the education of employees
  - Identify intellectual property risks to business objectives
- Where appropriate, suggest IP inclusion to organizations modifying their business Identify intellectual property controls to those risks ī

process.

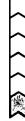
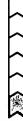
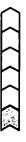


FIG. 223





# Internal Audit & the Checklist

# Sample Business Process

Integrate Product Current Service Offerings	Vendor's · Project architecture delayed by missed Contract deadlines Disputes · Unable to market product as intended due to Trademark Issues	Ensure Ownership · Contact Seek Patent Trademark & Protection Corporate Ensure Proprietary Identity Directors Markings early in Process
Fransition Product to Trial Testing	• Delay in • Ver contract arc negotiations inc • Col Dis	Seek Patent     Protection early     See     Ensure     proprietary info     marked     marked
Business Objectives	Risks	Controls

As an internal auditor, you can help educate the organization on the importance of intellectual property.

FIG. 224

INTELLECTUAL PROPERTY ACTIVITIES — HIGH LEVEL OVERVIEW TO IP PROTECTION ACTIVITIES

# 90% of All Revenues Are Credited towards the Entity That Owns the IP Asset

Product licensing is a simple process:

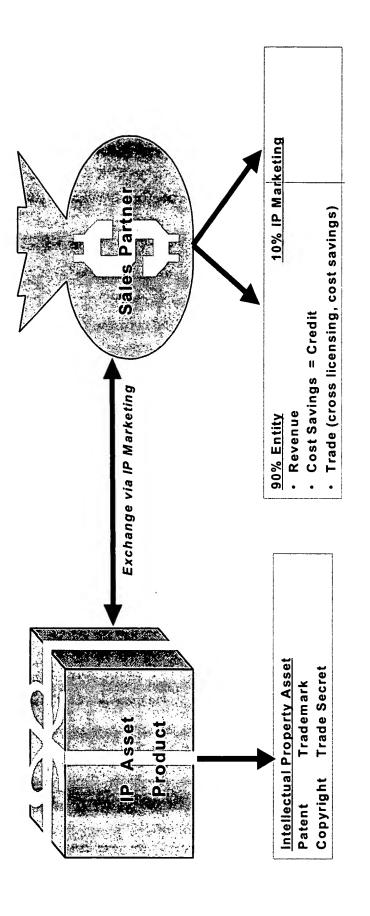


FIG. 225